

SUPREME COURT OF THE STATE OF NEW YORK
COUNTY OF NEW YORK

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THE PEOPLE OF THE STATE OF NEW YORK,
by ERIC T. SCHNEIDERMAN, Attorney General of the
State of New York,

Petitioner,

-against-

Index No. 451463/2013

IAS Part _____

Assigned to Justice _____

THE TRUMP ENTREPRENEUR INITIATIVE LLC f/k/a
TRUMP UNIVERSITY LLC, DJT ENTREPRENEUR
MEMBER LLC f/k/a DJT UNIVERSITY MEMBER LLC, DJT
ENTREPRENEUR MANAGING MEMBER LLC f/k/a DJT
UNIVERSITY MANAGING MEMBER LLC, THE TRUMP
ORGANIZATION, INC., TRUMP ORGANIZATION LLC,
DONALD J. TRUMP, and MICHAEL SEXTON,

Respondents.

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**EXHIBITS TO THE AFFIRMATION OF ASSISTANT ATTORNEY GENERAL
TRISTAN C. SNELL IN SUPPORT OF THE VERIFIED PETITION
VOLUME 3 OF 9 – EXHIBITS H20-H60**

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Exhibit H20

PREVIEW EVENT SYNOPSIS

Date: Wednesday, November 5, 2008

Event: Fast Track to Foreclosure: Free Orientation

Location: New York Team 2

Speaker: James Harris

Team: Scott Leitzell, Ryan Lotman, Tiffany Brinkman

SEM_PFF-20081105y

Park Ridge Marriott

Attended: **38**

Sold Full Price: **9**

Close: **24%**

Be Back: **2**

1. Kevin Ford- Calling Tiffany with Credit card tomorrow
2. Stanley Feldman- Calling tiffany Later today.

SEMPFF20081105y-Harris- 1st part

[Video]

Donald Trump: ...theory that does not matter and will never be put to use. It is going to be what you need to know. So we are going to teach you business. We are going to teach you life. We are going to teach you salesmanship, we are going to teach you what you need to know and we are going to also make sure that no matter what you do, as I said before, you are going to love it. Because if you do not love it, it is never ever going to work.

[Video ends]

[applause]

James: Perfect, thank you Scott. All right, good afternoon everybody. Come on guys you are in my home state, I was born in Jersey, good afternoon everybody. Very good, what I am going to do is let me tell you why I am here really quick and then I am going to talk about you. Then what we are going to do is we are going to see if we can get you started with Mr. Trump and me and show you how to take advantage of all these foreclosures out there okay? What happened was at nine years old, my dad took off and my mom was addicted to drugs for the first 17 years of my life. Mostly, pain killers so I had to go out and start working at nine.

I have been helping raise my family and I have been making money since nine. What happened was I left high school, went over to New York City, grew up in Morris County, New Jersey and I had a big goal and that goal was to get my family a life so I lived on the streets of New York, mostly down in the subways for the first nine months and I did a lot of things to make some money and then I met a gentleman and he took me in and I lived with him almost for a year and he taught me how to do real estate. He is still my mentor today. So the reason I am here is because Donald Trump picked me. Here is why?

I am a zero down expert. Let me explain this, who about if we do this. We have got a small little crowd, we were in New York, Manhattan for the past two days and we saw a lot of people and I am accustomed to speaking to a lot more people than this so how about we just do this? I am what is known as a zero down expert, would you like me to show you how to leave here today, I will give you a couple of strategies you can start

listened to tapes, yes, or no? Most people are not rich and wealthy because this do not work, this do not work. Here is what works. Cecilia, you let me show you how to do this. You are going to come with me and do everything I teach you how to do and I am just going to watch you and then you are going to learn and then you got to keep doing it. It is called a mentor would you all agree? Please say yes. This is how Donald Trump does it.

He is going to give you a home study course to go through between now and next weekend so you have more verbiage. You are up to date on all the words and all the definitions and things like that. So you got a little homework to do between now and the class, right. He is going to give that to you with no charge. What we are also going to do is this. I am going to give you Trump's maximum offer worksheet and here is what that means. It is a worksheet. I will take you through in class to run the numbers because we are not going to make an offer until we have our profits in front of us and in exit strategy. If you do not have buyers, you are not making an offer. We are also going to build up buyers list first because I want you to sell your properties before you have to buy them. Is that not smarter?

We are going to build a buyers list first. We are also going to go over the worlds best lease agreement. Mr. Trump put together put together a 40-paragraph lease agreement and this is what we are going to use for our lease options. It gets our lease and our rent money on time and also you can come to the training as much as you want for one year any city at any state keep coming back to the three day advance training as many times as you want. Is that kind of fair? You can come back as many times as you want.

My orientation starts today when I am done and when you are done registering and it is only for the people who will register for the class. You can bring a second person for free. Now I got to say something on this hold on, when I have people show up to this training because I have passion for this. I care about people. Listen to me. If you bring a wife, a husband, a spouse, boyfriend, girlfriend, son, daughter, a partner, if you have somebody here today you are going to partner up with this good. You can bring a second person at no charge. They have to be committed which means they got to be there for all three days because if you do not learn this all together. If you are not going to be on the same page and then it is going to be

Exhibit H21

Event Synopsis Overview

MIAMI (22-25 September 2008)

Wednesday, September 24, 2008, 1:00 PM

Event: Fast Track to Foreclosure: Free Orientation

Location: Miami, FL

Speaker: Tim Gorsline

Team: Damian Pell, Chris Lombardo, Dee Colwell

Doral Marriott Golf Resort and Spa

SEM_PFF-20080924j

| | |
|--------------------|-----|
| Attended Training: | 51 |
| Sold Full Price: | 6 |
| Conversion: | 12% |
| Be-backs: | 2 |

1. Gerald Applegate – ~~needs to confirm availability. Call Thursday.~~ No answer.
2. Cladia Besi – ~~Call for payment 12 noon on Thursday for payment.~~ No answer.
3. ~~Mervin Charles – Call at 5:30pm this evening for payment.~~ PAID.

sellers? Now see, Donald Trump says this, he does not want to provide you guys with books and tapes. Have you come and sit in a room for three days and say, "Good luck! I hope it works out for you." Because his system is this, we teach you each and every step that you need to do for investing in real estate. Step by step by step.

00:65:12

We all talk about it, we all learn it then we sit down and show you how it is done. Because in that training, we will have those of you who are going to be participating bring information to us from your deals the things that you find. And we are going to call them on the phone and we are going to negotiate deals right then and there, live, on the phone, using the strategies we just taught you to show you exactly how it is done, come to a conclusion of a deal and turn around and hand it right back suggestive things we are bringing in, here is your deal, I suggest you go get a contract.

See folks, we cannot make it much easier than that. Because we believe in the system so much that we are going to show you best as coming action. There is nobody out there that is going to do that. There is nobody that even comes close to doing it. See, they say take the stuff learn it, good luck. We are going to teach it to you and show you exactly how it is done. We are going to show you how to evaluate your deals, finance your projects, apply in to get started your first deal in 21 days from completing that three-day class.

How to have your first deal money in hand in 21 days, personal one on one goal setting sessions with our staffs that is there. All the pre-done marketing pieces will finance our properties, valuable contracts, addendums and forms, proven scripts for finding and controlling properties, Trump's negotiating system, do you think this guy knows how to negotiate a real estate deal?

Participant: Yes.

Tim Gorsline: Yes, he does. You will learn Donald Trump's negotiating system for real estate. Powerful, powerful negotiating systems, so how you can get properties when no one else can, you can buy them for less than what anybody would ever do that you can do. Securing OPM for your improvements, ongoing updated to rules and resources. You will have a 12-month

your materials and your books from the training class, you set it down on the table and you say, please process it, refund it for me and that is what they do.”

Guys, you do not have much better of an opportunity than that. Test drive it, get into class, sit there for an entire day, absorb all the information that you can. And if you do not think it is going to work for you for whatever reasons that is okay. We understand, it is time for you to have a refund and find what will work in your life. So I encourage each and everyone of you to do exactly what Tim does each and everyday. I use the leverage to the fullest extent. I use OPM. The smartest thing to do, put it on OPM. Put it on a credit card, guides and get yourself the rest of the protection.

00:75:00

We can make money or we can make excuses but we cannot do both. It is time for some of us in the room to quit making excuses of why we keep wanting to dabble in this business and get serious about real estate investing. It is time to make that money that you want to make. This is my favorite saying and it called the Essence of Survival, and it says, “Every morning in Africa, a gazelle wakes up. It knows it must run faster than the fastest lion or it will be killed, every morning a lion wakes up. It knows it must outrun the slowest gazelle or it will starve to death. It doesn't matter whether you are a lion or a gazelle, when the sun comes up, you better get running.”

And how true that is because as I look around the room, many of us are in the same boat together folks. Each day that passes by, guess what, it is going to be a little bit harder for us to make up for that lost time. Time is going by very, very quickly. Donald Trump present a video along with me today that he wanted me to play for you and I am going to play that for you right here at the conclusion of the video, I will have a couple of things to say for you and we will be done for the day.

Here is what Donald Trump says in growing Trump University today, “As long as you are going to be thinking, you might as well think big.” And how true that is because if we start to think big, a lot of great things can happen to us. I am going to play a video from Donald Trump and then we will conclude shortly right after this video.

[Video Clip]

[Music Playing]
(76:40)

Donald Trump: At Trump University, we teach success. That is what it is all about, success. It is going to happen to you.

Male 3: Donald Trump is without a question the world's most famous businessman. As a real estate developer, he has reshaped the New York skyline in some of that great city's most prestigious and elegant buildings. Now, Donald Trump wins his years of experience to the world of business education. With the launch of Trump University, he makes the very best of American's business education available to you and others like you who seek a life of success, fulfillment and prosperity.

Donald Trump: If you are going to achieve anything, you have to take action and action is what Trump University is all about. But action is just a small part of Trump University. Trump University is about knowledge, about a lot of different things. Above all, it is about how to become successful.

And then we are going to have professors and adjunct professors that are absolutely terrific, terrific people, terrific brains, successful, the best. We are going to have the best of the best. And honestly, if you do not learn from them, if you do not learn from me, if you do not learn from the people that we are going to be putting forward – and these are all people that are handpicked by me, then you are just not going to make it in terms of the world of success. And that is okay but you are not going to make it in terms of success.

I think the biggest step towards success is going to be sign up for Trump University. We are going to teach you about business. We are going to teach you better than the business schools are going to teach you. And I went to the best business school, we are going to teach you better, it is going to be a short process, it is not going to involve years and years of your life, it is going to be less expensive. And I think it is going to be a better education and it is going to be what you need to know.

It is not going to be a lot of different theory that does not matter and will never be put to use. It is going to be what you need to know. So we are going to teach you business, we are going to teach you live, we are going to teach you salesmanship, we are going to teach you what you need to

know. And we are going to also make sure that no matter what you do, as I said before, you are going to love it because if you do not love it, it is never ever going to work.

[End of Video Clip]
00:79:03

Tim Gorsline: Thank you Mr. Trump for the video, just some quick personal note guys, people often ask me, "Tim, why do you do this? With all your success you have had in life, why do you come out and you spend your time out here doing this?" I will tell you why. I just had a student walk up to me, handed me a letter and this is somebody right here from this area that says, "Tim, thanks for all the training, thanks for the guidance because I just went into a deal with none of their own money." That is providing \$750,000.00 a year income to him. So guys, the training works. The systems and the strategies work. I just do not know if you will. But if you are going to give it the opportunity to work, this can work very much for you.

I want to thank you guys for your time. You had been a great group here today. I wish all of you the best of success. I hope to see you all guys in our future training. And we will begin the enrollment right back here at the back table. Good luck to each and everyone of you!

(00:80:00)

By the way, if you want to talk to one of our students, he is right back here. Thanks Daniel for being here, I appreciate it. Good luck to each and every one of you guys, good luck!

[Applause]

[Music Playing]
(00:86:40 - 00:98:20)

Tim Gorsline: Very quickly, first of all congratulations to each one of you and welcome to the Trump University family, Beth congratulations too. My wife's name is Beth and I just got a laugh, because my two-year old grandson cannot say Beth, he said Bess...

Congratulations and welcome! Guys, you are in for a real treat and a phenomenal opportunity is now before you. And I hope the next time that I am back in this area, one of you come in and drop a letter off just like Daniel did as a student. Daniel's first involvement in real estate investing with Trump University

Exhibit H22

Fast Track to Foreclosure Investing - Free Introductory Class
Mon Jan, 26, 2009 @ 01:00 PM
 Speaker: James Harris
Region: Miami, FL
City: Miami
Venue: Marriott Doral Golf Resort & Spa
SEM_PFF-20090126a

Program Coordinator
Gillian Birnie

Sales Coordinators
Cory Lignell
Kevin Shortle

TOTALS:

152 registrations = 102 primaries + 21 guests + 27 walkins + 0 audits
2 cancellations before event for a cancellation rate of 1%...breakdown:
2: OTHER

150 non-cancelled registrations
59 attendees for show rate of 39%
4 buyers for a conversion rate of 7%, with 1 pending
4 buyers retained for a retention rate of 100%
\$5,980.00 live event sales (post returns) for \$101.36 per attendee
 \$0.00 salesFloor/cart
sales (post returns)

NOTE: The person/staff who introduced Mr. Shortle is not using any microphone or might be far from the recorder, making most parts of his speech inaudible.

[Videotape Presentation]

Mr. Donald Trump: —professors that are absolutely terrific, terrific people, terrific brains, successful, the best. We are going to have the best of the best. And honestly if you do not learn from them, if you do not learn from me, if you do not learn from the people that we are going to be putting forward and these are all people that are handpicked by me. And you are not just going to make it in terms of the world of success and that is okay, but you are not going to make it in terms of success.

I think the biggest step towards success is going to be sign up for Trump University. We are going to teach you about business, we are going to teach you better than the business schools that are going to teach you, and I went to the best business school. We are going to teach you better, it is going to be a shorter process. It is not going to involve years and years of your life. It is going to be less expensive and I think it is going to be a better education and it is going to be what you need to know. It is not going to be a lot of different theory that does not matter and will never be put to use. It is going to be what you need to know.

So we are going to teach you business. We are going to teach you life. We are going to teach you salesmanship. We are going to teach you what you need to know. And we are going also to make sure that no matter what you do, as I said before, you are going to love it because if you do not love it, it is never ever going to work.

Staff: Hello, how are you guys doing today? You know what, I will make you guys [Inaudible] pretty good. That is right. We are all excited, right? How many of you guys want [Inaudible]. And there were too many hands [Inaudible]. But while we are here [Inaudible] have cell phone, pretty much [Inaudible] this time we request you to turn it off for 90 minutes, with you guys—all those 90 minutes [Inaudible]. Second is [Inaudible]. And thirdly, if you have any question, write it down in a piece of paper. Go ahead and write down any questions that you may have [Inaudible].

But it is my pleasure today to introduce our instructor. This is the area he grew up with. This is the area that he got started [Inaudible] investment market [Inaudible] 15 years right there, in Southern Florida. So now, [Inaudible] only with somebody who have been hand selected by the Trump Organization and [Inaudible]. He is also a great friend, Mr. Kevin Shortle.

Kevin Shortle: Nice work. Thank you everybody. I appreciate that. Let me applaud you all for being here today. You took time out to be

We are going to answer a lot of those questions and even more that you did not bring up because I know a lot of people come out here to do—how do we get on this? How do we take advantage of the situation? How do we really come out of this? Because I know 2009 is going to be my best year in a long time and I will show you why in just a minute. It can be yours as well.

00:10:09

Today, what we want to do is cover three things. We are going to cover the foreclosure basics, which means we will cover what are foreclosures, what are the causes of foreclosures and look at where we can make profit in foreclosures. We are also going to talk today about our three-day advanced training which is coming up here in the next week which is just an incredible opportunity for you to really get the hands on training that you need from people just like myself who do not just “talk the talk and walk the walk” and I am going to show you about my experience in just a few minutes as well.

We are also going to invite you to become a foreclosure property specialist today. That is our agenda. That is what we are going to cover. We are going to further break it down in seven different sections for foreclosures. We are going to start by understanding the phases of foreclosure and go through the foreclosure investment opportunities and working with distressed owners out there. There are a lot of distressed owners that need help. We can help them and we can make a profit at the same time. Preparing your credit, evaluating and funding deals, knowing your exit strategy and setting goals—that is what we are going to cover with you for about the next 90 minutes here today.

We know something about foreclosures at Trump University. In fact, I find it great that our office is actually located on 40 Wall Street. And this was a building that Mr. Trump bought 12 years ago in foreclosure for \$1.2 million. Can you imagine that, right on Wall Street, downtown in New York, \$1.2 million. A lot of other people did not see opportunity in this building. This building was vacant and it was kind of an eyesore at the time. He picked it up. Today, about 12 years later, that building is worth an estimated \$400 million. Not a bad return on investment out there and that is where our headquarters are located, right there.

Mr. Trump is an active part of the institute. He is an active part in a lot of things, right? He is on television programs. He has got the Ms. Universe, the casinos, the real estate and now the education through Trump University. And what he wants to do with this is build a legacy and you saw that in the tape. He is back behind us 110% and we want to create more success

thinking in terms or maybe just jot a number down of how much value you think that is. I think you will get a nice education out of that. So, that manual is meant to get you started and get you prepared for the training.

Then at the training, you are going to get a workbook which has all of the outlines that you need, all of the PowerPoint slides, all of the note-taking areas. Everything that you need, we will follow along through the Trump curriculum and he is a big part of that.

The Investor's Edge Software. And you know what? Software is a little bit—I have the wrong word there. It is really a web ware, but not everybody is familiar with that term. It is an internet-based-software. So, as long as you have access to the internet, you have access to this software and everything stored and secured. That is how high-tech companies do today. We are high-tech educational company. We do the same thing on there.

01:05:04

What it does is it could find subject property information. It can find all of your comparable sales. It will find all the foreclosures and that is not only bank foreclosures, but it is also government foreclosures which is huge down here in South Florida. And also people who are in the pre-foreclosure stage. Map them out and you could do an entire analysis on there. You can click print and now you can take that to your banker, your partner, your lender, or whoever you need. All in one complete package out there. It is a very, very streamline and extremely powerful software.

The three day training, again, it is a live event. Live events have a much more dramatic impact on you than other events that are not really live in my opinion because you get to interact. You get to meet other people and we have had a lot of classes where people end up doing business together after the fact. Again, that is a part of surrounding yourself with the right people out there.

This training is jam-packed. I do not expect you to read all of this or will write all this down. But I just want to give you an idea of how intense the curriculum is. First, day one, it starts with pre-foreclosures, foreclosures, listen to REOs, it talks about credit, submitting offers, no-risk real estate, 9:00 to 6:00, an entire day. And I will tell you what, by the end of the day you are typically just exhausted but you are eager for more. You are sitting on the edge of your seat with these things, it is just that jam-packed with stuff that you just have never heard of before. Nobody teaches this the way we do.

Exhibit H23

Fast Track to Foreclosure Investing - Free Introductory Class

Thu Jun, 4, 2009 @ 01:00 PM
 Speaker: not defined

LIT: Keith Sperry

Region: New York/ New Jersey

City: Fort Lee

Venue: Doubletree Fort Lee / George Washington Bridge

SEM_PFF-20090604A

Program Coordinator

April Neumann

Sales Coordinators
 Jason Abeles

Ryan Lotman

TOTALS:

69 registrations = 47 primaries + 14 guests + 4 walkins + 0 audits + 4 cancellations
before event for a cancellation rate of 6%...breakdown:

2: OTHER

1: error

1: scheduling

65 non-cancelled registrations

32 attendees for show rate of 49%

6 buyers for a conversion rate of 19%, with 0 pending

6 buyers retained for a retention rate of 100%
 \$8,970.00 live event sales (post
returns) for \$280.31 per attendee

\$0.00 salesFloor/cart sales (post returns)

Ryan Lotman: Good afternoon everybody.

Participants: Good afternoon.

Ryan Lotman: That was really (Inaudible). Good afternoon everybody.

Participants: Good afternoon.

Ryan Lotman: My name is Ryan Lotman. I want to welcome all of you at Trump University. We have a really great day plan for you here today. Before we get started, I have a ground rule for you, if you have a cell phone, please find your cell phone and turn it off, not vibrating and not silent. If they go off during the presentation, it interrupts your neighbors and the entire presentation. And Mr. Sperry is going to know the (Inaudible). So, please turn those off right now. Not on silent. We all appreciate it.

Second thing, if you have a tape recorder, this is government information. You can not record it. Please turn it off. And the last thing, you are going to have a lot of questions here today. We are going to introduce some brand new concepts and strategies in this market place. Would all of you agree the market has been changing quite a bit in the last couple of years?

Participants: Yes.

Ryan Lotman: Yeah. So we change with that market. We have got brand new strategies for you to implement. You are going to have a lot of questions. Please make sure you write all of your questions down. We do not take questions during the presentation. It is 90-minute presentation and we take questions (Inaudible). So, just please write your questions down. I want to introduce Mr. Sperry. Mr. Sperry is one of my mentors. He is one of my closest friends and the one that Donald Trump's handpicked instructors. He is an expert in real estate investment and he is going to teach a lot. Please participate, (Inaudible) Mr. Keith Sperry.

[Applause]

Keith Sperry: See if I can get some sound here. Can you hear me know?

Participants: Yes.

Keith Sperry: All right, very good. How is everyone doing?

Participants: Good.

Keith Sperry: Ready to learn?

Participants: Yes.

Keith Sperry: Really? That is a bad sign. Is everybody here to learn, yes?

Participants: Yes

Keith Sperry: We have got a lot of stuff to go through here. I have some people back here from (Inaudible) classes and I will tell you what. It is nice to have you back. You know how much information we have to cover at a very short period of time. It's a pleasure to have you back here. One thing we do at Trump University is we teach people how to go out and create success, how to create wealth in a tough market place, at least that is what most people call it. However, Mr. Trump does not see it that way. Mr. Trump sees it as an opportunity. How many of you would agree there is opportunity out there, in this market place like never before, yes or no?

Participants: Yes.

Keith Sperry: Can you give me a big yes?

Participants: Yes.

Keith Sperry: For most people, they see opportunity but if you do not know what to do with opportunity even if you see it, would you agree it is not going better or enhance your life? Give me a big yes.

Participants: Yes.

Keith Sperry: So what we are going to do is show you some strategies, Mr. Trump's strategies by the way. These are not my strategies I am going to be teaching here today. What we are going to teach you on Mr. Trump's strategies in this area. Nobody knows this area better than Mr. Trump in real estate investing. So what we are going to do is teach you how to go out and take advantage of the opportunities that are out there when very few people will, yet they see it. That must be frustrating for them. What I am going to do is see if we can help you create opportunity and wealth for you and your families. Now having said that, Mr. Trump's goal is to help you create wealth and opportunity, he came up with this goal. A couple of years back when he was taking the second season of the apprentice. Are you guys familiar with that series, yes?

Participants: Yes.

Keith Sperry: And well, to tell you what, he came back and he said, "You know what, I am helping one person at the end of that season have the success with my knowledge and motivation. Why don't I go and take too much larger group of people and help them create success especially during difficult time with the economy." So that is why Trump University was created. So it

is a pleasure of mine to be the vehicle to be able to share this information with you and help him accomplish his goal.

Now, Mr. Trump was educated. Well, I will ask you, where is Mr. Trump educated, higher education?

Male: Wharton.

Keith Sperry: Wharton. You bet. All right, he calls it the best business school out there and I am not going to argue with Mr. Trump all right. I would say this. He knows a couple of things about us in this room, is that we do not have four years right now in our lives to go and put our lives on hold and go get an education as good as it is. And I will say, Mr. Trump understands the value of education. How many of you would agree, education is valuable, yes?

Participants: Yes.

Keith Sperry: That prepares you to take opportunity. But four years, guess what? I am not going to Wharton because I do not have that four years of my life. Another thing he understands we do not have, 70 grand a year just for the tuition to go to Wharton. So four years later, that is almost 300 grand. That does not include room, board and all of that good stuff.

So what he did is he said, "Why do we not create an organization that can get a world class education." Write this down, world class education, real estate specifically. We are going to give a real estate specific education, what he believes is better than the one you are going to get at Wharton and it is going to be three full days and then a 12 month of apprenticeship support program. Write this down. Three full days, you got to start three full days, you got to start there, build a foundation then you go with 12 months of Trump support. We call it the apprenticeship program for all obvious reasons.

00:05:00

And that is what you need, that is what we have been doing across this country and here in the northeast, is to help make people go out and capitalize on the opportunity because the opportunity is not going to do, it's not going to be good if you do not know what to do with it. Again, would you agree with that, give me a big yes?

Participants: Yes.

Keith Sperry: Can you give me a bigger yes than that.

Participants: Yes.

Keith Sperry: That is what I thought. So understand this. We are going to teach you what you need to know. I have 90 minutes to do it. Now that is not a lot of time. You will find this. The other classes that I had been teaching here in this trip—and I have taught, gosh, three days and this is the last day of this trip and it has gone by quickly. 90 minutes will go by quickly too. The next thing you know, when you are learning, when having a good time, tell you what, 90 minutes, the next thing you know if we say, "You know Chris, we are out of time." And you will go, "Wow! That went fast."

So I have 90 minutes to do this. Now at the end of 90 minutes, I am going to invite you to go back with me and go back with Donald Trump's handpicked staff and we are going to go and then we are going to enroll you to join up with us, to educate yourself and so you can take the advantage and capitalize on this opportunity market place right now.

Now, one thing I will say is this. You are either going to do that or you won't. Now we are going to put you in front of Donald Trump's number one instructor. That is not me. His name is James Harris, would you write that name down. James Harris, Donald Trump's number one instructor. You do not get to be Donald Trump's number at anything unless you are clearly the best. He only deals with the best. We are going to teach you not this weekend but the next weekend for three days.

And when you leave that class, knowing that you got the support of Mr. Trump and his university behind you for the next 12 months, understand this. You are going to leave on a Cloud Nine and I will tell you why. You are going to know exactly what to do and you are going to know exactly how to do it. And if you know what to do and how to do it, what would that build in you everyday?

Participants: Confidence.

Keith Sperry: Can you say that louder.

Participants: Confidence.

Keith Sperry: It builds your confidence and that is all you need. The only reason you are not doing this already, I have a couple of reasons. One is you do not know how to do it yet and the second thing is you do not have the confidence to go out and do it. Well, we are going to give you both of those. We are going to teach you how and then we will get the confidence there.

Now, having said that, let us get started here. What I want you to do is write that figure down. Obviously you do not get to spend three full days learning all of Donald Trump's strategies with his number instructor for free. That is not going to

happen. If that is what you expect, then you came to the wrong class. Sorry.

Donald Trump is a pretty direct guy. This is exciting for me to say this. I love teaching for Mr. Trump. You know why? He says you treat them like adults. Let us be direct. You do not get anything for free in this life. Not that anything is worthwhile. He says, "Five minutes in that class, I want you to have them know exactly, they are going to have to invest in themselves and what it is going to be." And I will say this that is the figure right there. Most people when I put it up there, they would go, "Wow! I would have expected more." And you know what. I do not blame you absolutely. Plus, write down two people. That figure is not just for you. That is for two people to go and get trained. So it is even more economical, but I will get to that when we get to the enrollment part of that. Okay. Is everybody following me, give me a big yes?

Participants: Yes.

Keith Sperry: Now. Okay.

Male 1: Is that for three people or for two people?

Keith Sperry: Two. Three days, two people.

Male 1: Okay. I thought you said three people.

Keith Sperry: No. All right, let us move on here. Here we go. Let us do this. This building right there, yesterday we are in Jersey City and literally if I open up the drapes, we could show you the building right across the Hudson there. That is the Trump building. That is a headquarters for Trump University. Mr. Trump owns Trump University. He is very proud of Trump University.

And a great example of what you can do in real estate and what Mr. Trump is capable of showing you how is that building. He bought that building for \$1.4 million. There you go. That building used to be the running for the tallest building in the world and he got it for basically a little under a million and a half. 12 years later, it is worth over \$400 million. Question, did he get a pretty good deal?

Participants: Yes.

Keith Sperry: Hello!

Participants: Yes.

Keith Sperry: I did not think he did a pretty good deal. He got a phenomenal deal. Are you kidding me guys? Only Donald Trump gets deals like this. Understand how got the deal. This building was in foreclosure. We have got foreclosures all over the market place

here, but we can not just focus on foreclosures even though there are great opportunities. Write down distressed property. We need to train you how to be a distressed property specialist, not just a foreclosure person. Not only we are going to do foreclosures but also short sales and we got other opportunities out there as well. If we got a property that is going through bankruptcy, could that be a distressed property?

Participants: Yes.

Keith Sperry: Hello!

Participants: Yes.

Keith Sperry: Yeah. How about in divorce?

Participants: Yes.

Keith Sperry: Debt?

Participants: Yes.

Keith Sperry: How about a big one lately? How about job loss? Would that create distressed property, give me a big yes?

Participants: Yes.

Keith Sperry: You're all right. So we need to train you how to become a distressed property specialist, not just a foreclosure expert, all right. The second thing I need you to write down, problem solver. We are going to train you at Trump University how to be a problem solver.

00:10:06

And here is why that is so important for you to learn. When you know how to help people solve their problems in real estate—and would you agree that a lot of people have a lot of problems right now with real estate, give me a big yes?

Participants: Yes.

Keith Sperry: Right, they got huge problems. If you know how to help them with those problems, you will make a ton of money. So we are going to teach you how to be a problem solver. Everybody say problem solver.

Participants: Problem solver.

Keith Sperry: That will make you a lot of money if you get trained on how to do that in this market place here, incredible opportunity. No question.

Now, let us talk about this. Let us get down and do it. Write down strategy number one. Get to the good stuff. How are you doing Finn (ph)?

Finn: I'm okay.

Keith Sperry: Strategy number one is called assignments. It is probably something that some of you have heard about, but you are not doing anything with it, which means it is not enhancing your life financially at all, although if you knew how to do something with it, you can make a bunch of money every single month in this market place. How about this, what if I can show you how to make some money, quick money? Not, you know, something big but how about if I can show you how to make \$25,000.00 in the next 30 to 60 days and have it make sense to you, would you like if I could just show you how to do that?

Participants: Yes.

Keith Sperry: Okay. I am going to do that and it will make sense to you. Every class so far has said, "Wow! I have not thought of that." Well because Mr. Trump knows what he is doing. This strategy is Mr. Trump's strategy and if you do it correctly, there is a lot of opportunity and a lot of money we will make. However, to do this, I need to your cooperation. I need you to participate in this class. I need you to take good notes. I need you to get off your hands, if you have it already, and then participate. When I ask for an answer new question, give me what you got. All right, is that fair enough? Give me a big yes.

Participants: Yes.

Keith Sperry: Okay. I also need you to give me a permission to do one thing. I want to be able to (Inaudible) one of my eggshells here, come right at you. Be respectful. I'm not going to offend anybody who is not going to try. I need to teach this class direct and let you know how it is and what it needs to be. Will you give me permission for 90 minutes to be your mentor? Give me a yes.

Participants: Yes.

Keith Sperry: So you are going to give me 90 minutes of your what?

Participants: Mentor.

Keith Sperry: Okay. I warned you. Here we go. Let us start. This side of the class, you are going to be sellers in this scenario. This side of the class, you are the buyers, all right. Now that side of that class has got problems, big problems and they are not alone. That side of class is eight weeks away from the courthouse steps, the one that is called the Notice of Default list. Write that down. Just get your pens and notebooks. This is when we start taking a bunch of notes. The Notice of Default—literally

the sheriff is going to come take your house. That is what it means. What we need to do is we need to identify these people and see if we can help them solve their what?

Participants: Problems.

Keith Sperry: You are right, we can. So what I'm going to do is say, "Hey John, listen. I understand you are going through some tough times right now, but I want to let you know I am Donald Trump-trained distressed property specialist and I could help you save off foreclosure, you cannot go into foreclosure." Guys, you need to make sure they know this because some people—human beings were interesting. We really are. When things get so tough and so bad, rather than face it, it is so painful, it seems hopeless. Guess what? Rather than face it or tackle it, what do we do? We ignore it. Would you agree with that?

Participants: Yes.

Keith Sperry: Many times that happens so I need to make sure you cannot ignore this. We could help you with this, but if you ignore it, it is seven to 10 years of almost awful credit you could ever imagine. It is worst than bankruptcy on your credit report and if that happens, what happens in seven to 10 years, no loans, no credit cards, insurance rates go through the roof, some people would not even hire you if you have a credit rating that is that bad. So what we need to do is help you out with this and we are going to do that because we are problem, what?

Participants: Solvers.

Keith Sperry: You're darn right, he is going to appreciate this. We are going to make a couple of bucks here. First thing we need to do is identify the situation. So, I asked yesterday, are there a few homes in this area within 10 to 15 miles that are worth \$400,000.00? Would you say yes?

Participants: Yes.

Keith Sperry: Would you say there is quite a few?

Participants: Yes.

Keith Sperry: Okay. So let us say this house is worth \$400,000.00. Put that down. Now of course no one is paying full retail for real estate right now, but that is a good thing for us looking to invest. Write it down. Because the time we buy real estate is when it is not high, but when it is what?

Participants: Low.

Keith Sperry: Low and that is where we are at right now on crisis. So no one is buying this \$400,000.00 house for \$400,000.00. Now he just lost his job and he is not alone. I was just reading the paper back there in that corner of the table just this morning how we're losing more jobs. It is getting worst before it gets better and that is scary—10% unemployment nationwide. So you are not alone. But can a job loss create a serious distress situation, yes or no?

Participants: Yes.

Keith Sperry: They cannot pay bills anymore. He still owes 285 on that mortgage, write that down. House is worth \$400,000.00 and no one is buying it for \$400,000.00, still owes \$285,000.00 to the bank. We are going to offer to buy this from him for \$300,000.00. Write that down. He is not going to get rich on this. We are not going to get rich on this. We are not. All we are going to do is make a few quick bucks and we are going to help you to solve his problems. Is everybody following me, give me a big yes?

00:15:10

Participants: Yes.

Keith Sperry: All right. That is all we are going to do. So first thing we need to do in this strategy here, write down contracts. I can not express to you how important it is that you know how to use contracts when you are dealing with real estate investment. This is big business, big money. You do not want to put you and your family's finances at risk. Does that make sense, give me a yes?

Participants: Yes.

Keith Sperry: So what we are going to do at Trump is we are going to make sure you have the right contracts because they need to be updated because law is changing, et cetera. So you always have the right contract and you also get thought how to fill out these contracts. Is it important you know how to use the contract, yes?

Participants: Yes.

Keith Sperry: Let me show you. We are going to put some stuff in here. So write down \$300,000.00. Now by the way, write down assignment contract. That is the kind of contract we are using with this strategy, an assignment contract. We are putting down \$300,000.00. That is the offer for the purchase price and we are filling out this entire contract in our own personal names, right?

Participants: No.

Keith Sperry: Write down LCC, LLC. Always try to mitigate risk, always. Donald Trump—let me tell you Mr. Trump’s model in real estate investment, low risk, high reward. Does that sounds like a pretty good one to you, yes?

Participants: Yes.

Keith Sperry: Darn right. There is no reason to have high risk. It is always low risk or no risk if you do it right. So we are going to fill this out completely with our LLC. If you do not have one already, understand this. We will show you at this three day training how does that one up, why you should set one up and how to use the benefits of having an LLC. I do not care if you have a (Inaudible) already, you need an LLC to do real estate investing. That is how me and my wife are doing ours because our tax professional told us to do that. Go talk to yours. However, mine is world class. I am sure yours will say the same thing. So we are setting you up in an LLC. Is everybody following me so far, give me a big yes?

Participants: Yes.

Keith Sperry: Okay. Next thing we will do. Put three words, write the question down. We will be here all afternoon.

Female 1: I do not know what LLC means.

Keith Sperry: Limited Liability Company.

Female 1: Thank you.

Keith Sperry: You are welcome. Here we go. Three words I need you to put in this as well, “and/or assignments”—and/or assignments. These three words will make you rich. We are just simply going assign this over to somebody else. That is all we are going to do. It is really quite simple transaction, not easy but simple once you know how to do it.

Next thing we need to do in here to mitigate risk because we need to give ourselves a timeframe. So write down 60 days. In this contract, we are going to give ourselves 60 days to close this deal and if for any reason, it does not close in 60 days, what happens to this contract?

Participants: Null and void.

Keith Sperry: Null and void, it says right there we walk—no risk. Everybody say coverage.

Participants: Coverage.

Keith Sperry: Everybody say coverage.

Participants: Coverage.

Keith Sperry: That is what we want. We always want to be covered and if we know what we are doing because we have been trained, we will be covered. There is no reason to have risk. Next thing we need to put in this contract. Write down safety clauses. It is a powerful feeling therein when you know what you are doing. Do you want to talk about empowering? When you know what you are doing and you are doing this, I will tell you what it is—you are on top of the world. Safety clause, have you ever heard of subject to. This contract is subject to my business partner's written approval. This contract is subject to my financial arrangements coming in line. We are going to subject to the heck out of this contract. Why?—because I want no risk. Do you want risk?

Participants: No.

Keith Sperry: No. We do not want risk. We are going to subject to the heck out of this contract, absolutely, safety clauses. Next step in this process, we need to go down and make it official. Write down, notarized. You got to go down in notary public, get it notarized. After that, another big step here. We need to go down to the courthouse and file it and that is a step most savvy investors—people who do not even know how to do and that is called clouding the title. You need to cloud the title. Here is why. If you do not cloud the title, someone can take it from you on a technicality. It happens everyday in this country, so what we are doing by clouding the title, we are saying this. "If anybody is going to buy this property from anyone, in the 60 days, it has to go through," who?

Participants: You.

Keith Sperry: Everybody say me.

Participants: Me.

Keith Sperry: It has to go over me. It does not matter if you know them better than they are. Not anymore. And if you do not do this, you will learn the hard way. What you do not know can what?

Participants: (Inaudible)

Keith Sperry: Out in Houston, Texas seven or eight weeks ago. I am teaching this class how big guy come out to me and said, "Well, I wish I would have met you three months ago." And I said, "Why?" And he said, "That exact thing happened to me." He lost \$94,000.00. Now, that is not all the money in the world, but if you loss or gave away \$94,000.00, would you say that would make you loose a few night sleep, yes?

00:20:11

Participants: Yes.

Keith Sperry: Really? Can everyone say yes?

Participants: Yes.

Keith Sperry: That is what I thought. That does not solve all your problems, but I know what you would do with \$94,000.00, you would do something good, I know that. Now after we have this clouding, now what we need to do is also do something very important. We need to advertise. So write that down. We would put in this contract and we have the right to market and advertise these properties. Two things we are going to focus, hours and hours and hours on with Trump is this—we are going to teach you how to find properties. Write this down. Find properties and sell properties. Those are the only two things you need to know how to do basically when you need cut it right down. You need to know how to find the right ones and how to sell them and if you know how to do those two things, would you agree, you have got things pretty good. Give me a big yes.

Participants: Yes.

Keith Sperry: There you go. So what we are going to do is we are going to help you. We are going to give you all the advertising that you need. We are going to give all the advertising. You do not have to go to over the (Inaudible), all you need to do is you just need to change the phone they are going to call, from say mine to yours. Does that sound okay Bob?

Bob: Sure.

Keith Sperry: Absolutely. So here is what this will sound like. We'll going to put it in the newspaper and all over the internet. Motivated seller, house worth \$400,000.00, we will sell for \$325,000.00. Hurry, won't last. Now, are you going to get some calls on that ad, yes or no?

Participants: Yes.

Keith Sperry: Yes. Write down dozens, dozens. You are going to get dozens of calls. Why?—because people looking for good deals. They are going to call in and not all of them callers. You do not want to waste your time this. There is going be some tire kickers but just be respectful of sending them off the way, right? But we want to take the rest of them. Write down quality buyers and we are going to put that in our buyers list and that is a term I need you to write down, buyers list. The buyers list is our database of our quality buyers that we build ourselves, so basically we bring our own buyers to the table guys. That is the Trump way. It is the way to sell houses in real estate

investment. That is why Trump people, trump trained people like yourselves as soon as we get all done here, you are not going to sit and waiting months and months to move property. You are going to be selling days and weeks and others are going to be wondering why. Well, you do not tell them. So what is going to happen is we give you the advertising. Dozens of people are calling in. They are going to be calling you and say, "Hey, the house looks great. Wow!"

A couple of things we need to know about is we like to really take this a little more seriously but we need some more information. Send them a couple of things. This will help them out on a great deal. We need to send them an appraisal showing them that property is worth what we say it is and then we need to send them a title report, which will show them that the title is clean, no leans, judgments, and encumbrances, only our affidavit that we filed at the county. That will show—that is a good thing. As soon as they get that, they can make an educated decision on the property and they call back and say, "Listen. We can not believe you are selling this for \$325,000.00." We got a pre-approved for \$400,000.00, that is the best property we have seen so far." Write down pre-approved. That is who you are after. That is the demographic of buyers on strategy number one, assignments. We want pre-approved buyers. Why? What is the difference between a pre-qualified buyer and a pre-approved buyer?

Keith Sperry: When can a pre-approved buyer buy?

Participants: Now.

Keith Sperry: Now. They are ready to go now and that is what we are after. We are going to take the first person that says they are pre-approved and we are going to do this deal with them. And what we are going to do, we are going to pullout this assignment contract right here and we signed with John, helping him out and we are simply going to take it over here to Jason and we are going to sign it over to Jason and our deal is done. Except for one thing, we need to set up a closing. Write that down. We are simply going to assign it over to the new buyer. But we do have to set up our closing.

Now how quick can a closing happen? Let me tell you how quick they can happen. It could happen as quickly as seven days. Can anyone tell me how this closing could happen so quickly?

Participants: You got a pre-approved buyer.

Keith Sperry: You got a pre-approved buyer, they are ready to roll. So it can happen in seven days. But let us say this—write down 30. Let us just say it is a 30 days to set up our simultaneous closing. Write that term down, simultaneous closing is what we need to

set up. Now if you said it was simultaneous closing, make sure you do it with your title company of choice, not the sellers, not the buyers, but the one you want to work with obviously for many reasons.

So 30 days later, what happens is we have got Jason coming in on simultaneous close. He comes in at nine o'clock in the morning, same day, at five o'clock in the evening, John comes in, right? Jason is bringing his check to buy the house. How much is this check for?

Participants: \$325,000.00

Keith Sperry: \$325,000.00, right. He has got a big smile on his face. I will tell you why. It is a hell of a deal right there. He is happy as he could be. And then John comes in at five o'clock and he is going to pick up his check. He has got a smile on his face.

00:25:10

Now, this check is for \$300,000.00, but he does not going to keep all \$300,000.00. Remember, he still owes \$285,000.00, so he has to payoff the mortgage to get out of what?

Participants: Foreclosure.

Keith Sperry: Out of foreclosure, right? So he gets to keep \$15,000.00, right? That is why he has got a smile on his face. That is why I've got a smile on my face. He did not get rich here. I am not going to get rich here. That is not the whole point here. The whole point is helping people solve their what?

Participants: Problems.

Keith Sperry: And making a few bucks at the same time. I get to shake John's hand and say, "Congratulations to you and your family. Those threatening phone calls are over. You just paid that off and out of foreclosure. That credit for seven to 10 years will not happen to you. We just saved you out of foreclosure, like I told you we could." Understand this. He did not get rich, I did not get rich. How much did I make? The difference between those two checks, how much was that?

Participants: \$25,000.00

Keith Sperry: Write down \$25,000.00. Again, I told you we are going to get rich but I was going to show how to make \$25,000.00 in the next 30 to 60 days and I will tell you what, there are—how many families do you think are facing foreclosure and pre-foreclosure right down in your area? Would you say a lot?

Participants: A whole lot.

Keith Sperry: A whole lot. A record amount, we had never had this happen before and if you know how to do what I just walked you through. Hey, you can do this every week and keep your job. How about if we do it every month? One deal like this every month, helping a family out of foreclosure and making a few bucks, do you like that?

Participants: Yes.

Keith Sperry: Getting \$25,000.00 every month, part time? That is not too bad.

Participants: No.

Keith Sperry: Have an extra what?—a quarter million dollars—that is not too bad especially when we look at the deal here. You know, we just make \$25,000.00 on a house we did not even take title to. Think about it. How much money did we have to out of our pocket to do this deal?

Participants: Nothing.

Keith Sperry: Zero. How many loans do we have to get?

Participants: None.

Keith Sperry: Do we have to check or credit?

Participants: No.

Keith Sperry: Did we need a real estate agent license?

Participants: No.

Keith Sperry: We got zero risk. Write that down, zero risk. Let me explain it to you in a little different way. This happens every single day, everyday. The banks do it, they buy and sell in paper. So here is how the banks do. The banks do this exact thing. Have you ever heard of this—someone buys a house and you get some mortgage through the Bank of America. Let's just use them. They pay for 10, 12, 14 months—a long time, right? They pay the mortgage every month. They you get a letter from Bank of America saying, "Hey, by the way, we had assigned over your mortgage for a fee to Wells Fargo." So now you have to send your mortgage payment to Wells Fargo. Have you ever heard of this happening, yes?

Participants: Yes.

Keith Sperry: It happens everyday. It is legal in all 50 states. You do not have to own the property, you just have to control it for a little time and if you control it, you can make a little money off of it. Are you following me on this, give me a big yes?

Participants: Yes.

Keith Sperry: That is what you should be doing here, a big one strategy. I am telling you, if you are not doing one of this every other month, you are missing out an opportunity, not because it cost you money and you do not have it. It is because you do not know what you are doing. That is it. Can you give me a big yes?

Participants: Yes.

Keith Sperry: Darn right. All right, moving right along, let's get into strategy number two. Lease options, awesome strategy especially in today's market place. Now I will tell you why. Mr. Trump was on this show, about a month ago. He was talking about the banks are not doing their jobs. They are not loaning money right now. They have tightened up the credit markets like they have never been tightened up before and I have got articles after articles going on here. A couple of weeks, when I was in Providence teaching this class, and I was just reading a local magazine they had and it seems they're living in a credit drought. Now people can not get credit to buy houses. That is exactly what Mr. Trump was talking about. He says, "Okay. So since they are not lending money, here is what I need you to do." He said, "If you want to make a bunch of money as real estate investor in this market place, understand one thing. The people still want to be homeowners." Yes or no?

Participants: Yes.

Keith Sperry: That is the American dream still till this day. He says, "And what you need to do to make a bunch of money is you need to learn how to—" and write this term down, "Creatively finance people." Since they are not going to the banks, they will come and deal with you. And since I'm going to train you the way I do it, they are going to have success and so are you going to help them solve their problems. The real estate industry, the mortgage industry, the way people sell houses, buy houses, borrow money, would you agree its changed forever, yes or no?

Participants: Yes.

Keith Sperry: Forever, it is never going to be the same, since what has been going on here. That is why when I am about to teach you here these couple or two or three strategies, are huge and I will tell you why. People are begging for this stuff, the new stuff. Not the old stuff, the new stuff. Sellers cannot sell their houses. Buyers can not borrow the money to buy the houses because the banks are not lending it.

00:30:05

So we have to teach you where to go and get this. So write down this term, private money investors. There is a bunch of people out there in your area that have money and they want to do business especially in real estate. You can't go to the banks guys. Understand this, they will perfect credit, and even if they have that, they want 30% down cash. And there are some banks will not qualify you, will not prove you. It is scary times out there as far as that is concerned. How many of you have ever heard about this credit crisis, yes?

Participants: Yes.

Keith Sperry: They just shut it down. So Donald Trump is giving you a little advantage, a little forwarding. Let us teach you how to go and capitalize on an opportunity because people still want to own homes. We need to teach you how to do something called the 'for rent' method. Write that down, the for rent method. We are going to teach you how to go out and find all of these properties for rent, but vacant. Do you have a few for rent properties that are vacant out here, yes?

Participants: Yes.

Keith Sperry: All over the place. So what we are going to do is we are going to give you all of the scripts. Write that down, scripts. You need to know what to say to these people. Be prepared so when you get (Inaudible) on the phone or something, you know what to say and how to say it and I am going to call Bob up here all right. By the way, this works on condos, duplexes, triplexes, fourplexes, town homes, single family, commercial stuff, the for rent method will work with, all right. I am going to call Bob up, and I am going to say, "Hey Bob, I am sitting in front of the house you have for rent and I see that it is vacant and I know you do not want a vacant house. So if I could get your money the first of every month, never late. You will never hear from me. No hassles. I will never call you. Any repairs, any maintenance that needs to be done will be taken care of, all the hassles for being the landlord are gone. I will fulfill this vacancy for you in the next 60 days or so. Would you be open in giving me at lease with an option to buy until the market has moved? What would you say?"

Participants: Sure.

Keith Sperry: Sure. Write down yes. Just like everybody, they say yes. Did you know why? Because someone has been sitting on the rental property for 90 days, a 120 and it is vacant, would you say they are a little more motivated for other things, yes or no?

Participants: Yes.

Keith Sperry: Absolutely. So, tell me more. That is powerful. Here is what we have to do with those with scripts. We are going to give

you the scripts. What to say—we also going to role play with you because it is not just what you say, it is?

Participants: How you say it.

Keith Sperry: How you say it. So we need to make them feel comfortable. Now here is what we need make them feel comfortable as a real estate investor. It is because we need to shift his state of mind a little bit. Here is what I mean shift the state of mind. He has a 'for rent' sign in his yard, not a 'for'?

Participants: 'Sale.'

Keith Sperry: Okay. So we need to change his state of mind here a little bit and what we can do is we can show him all kinds of benefits. "One of the benefits that you'll give me a lease with an option to buy is this—I can give you a 100% of the value in your home right now." I would even say right now, no one is paying for retail, yes?

Participants: Yes.

Keith Sperry: Is everybody paying full retail for real estate, give me a no?

Participants: No.

Keith Sperry: Everybody give me a no.

Participants: No.

Keith Sperry: Nobody is paying full retail right now because they don't have to, prices are not higher. They are what?

Participants: Low.

Keith Sperry: Low. But I am going to go and give them a 100% value of this house, what we are going to do is we are going to teach you how to get people a 100% of the value of their properties right now and still make a boatload of money—everybody say, boatload.

Participants: Boatload.

Keith Sperry: You kind of like the sound of that, yes or no?

Participants: Yes.

Keith Sperry: Everyone is going to love it, he is going okay. "Listen. Wait a second, hold on here, I will consider selling you this property if you give me a 100% of the value of my house. I will consider doing that," right? And you know what I am going to say? "All right. Cool!" Now a couple of things you need to understand when it comes to this is that we can negotiate two things in real

estate. One of them is price and the other is term. We are not going to negotiate the price, so we are going to give you 100% of the value of the house, right? He will say, "I will sell it to you if I get every penny out of it." What I am going to say is, "That is not a problem. Here is the thing, is that, for me to make this work for me Bob, I will give you a 100% of the value but I got to be able to get into this for nothing down." You know what Bob is going to do, he is going to think for a second, then he is going to come back to me and say, "Okay. I am okay with that if I get every nickle out of this house." You know what I am going to say? Three words, I want you to say them and I want you to write them down because you got to be good at this, "Fine. No problem." Everybody say "Fine, no problem."

Participants: Fine, no problem

Keith Sperry: That is no problem at all. So here is what we are going to do. We are going to give them a 100% of the value of the house and we'll get it for nothing down. So everybody write down contracts. This is the next step in strategy number two. We have to have contracts, but we got several contracts for lease options here. The first contract I want you to write down is an assignment contract and I have that.

00:35:00

We also need to have a lease option and agreement memo. That is exclusively Trump by the way. No one else has that. And then we also need a sales purchase contracts. So we are going to eventually buy the house, right? Now, once we have these contracts, we are going to fill it out correctly and we are going to teach you how to do that. So what we are going to do is we are going to make sure we fill this all out in our personal name, right?

Participants: No.

Keith Sperry: No. Right, I am trying to sneak one on you. You guys are going to do just fine here, because we are going to fill it out with LCC's name. It is going to be Finn's Homebuyer (Inaudible) Area LLC, or something like that. Then what else, we are going to give ourselves a time. Write down 60 days. We are going to give ourselves 60 days to find this lease option buyer, right? But if any reason, we can not find that lease option buyer, which is not going to be a problem, but just in case. If we cannot find our lease option buyer in 60 days, what happens to this contract?

Participants: Null and void.

Keith Sperry: Null and void and we walk. That is what you do in mitigating risk. No risk, right? So we are going to fill this in. Let us stay

with the \$400,000.00 thing. Here, let us say while we are dealing with Bob, "Hey Bob, your house is worth \$400,000.00." Again, let us keep it simple. Write down \$400,000.00. We are going to put \$400,000.00 as our purchase price in this contract. We also need to put down our down payment. How much we have to put down?

Participants: Zero.

Keith Sperry: So put it down, nothing down. The next piece we need to put down in this one is three-year lease with an option to buy. That is our term, three-year lease with an option to buy. Then we are going to need to put down the monthly payment on this, so let us just keep it really simple, we will put \$1,800.00 a month. After we got all the specifics, all the details in this contract, here is what we are going to do. I am going to sign it, Bob is going to sign it and we are off to do something very important. Not only that we are going to teach how to find property, but we are going to teach you how to what?

Participants: Sell.

Keith Sperry: Everybody say sell.

Participants: Sell.

Keith Sperry: Absolutely. So we need to write down advertising. We need to be good at moving properties. There is no sense in buying if you cannot sell them. That is what a lot of people don't consider. I don't know what the hell they're doing. So we are going to teach you how to sell and move it. Advertising, we are going to give you all of this advertisement. You just have to change the number. Here is what this one—all in the newspaper, all over the internet. This one sounds like this, "Lease with an option buy, no banks, no credit checks, no background checks, low down, low qualify, low monthly terms. Stop throwing your money away on rent. You are making your landlord rich. Own this home today. Hurry, won't last!"

A question for you, you are going to get a few calls on that ad, give me a big yes?

Participants: Yes.

Keith Sperry: Write down dozens. Here, you are going to get dozens of calls. Why?—because we got a few (Inaudible) on that ad, yes or no?

Participants: Yes.

Keith Sperry: Can you tell me a couple of the words we had that that is going get attractions.

Male 2: Hurry, would not last.

Keith Sperry: "It won't last," right.

Male 2: Down.

Participants: Low down. What else?

Participants: No credit checks.

Keith Sperry: No credit checks, can you give me right now?—no banks, no credit checks, low down. Hurry, won't last! All of those good things. So we are getting dozens and dozens of calls but that is okay because we are busy building our what?

Participants: Buyers.

Keith Sperry: Buyers. Everyone say buyers list.

Participants: Buyers list.

Keith Sperry: You got to know what buyers list is. We need to teach you how to build that, so buyers list. What we are going to do is this. It is important that you understand. We are going to do is this, it is important that you understand. We are not just going to advertise. We are going to market house the traditional way as well. Have we put in this contract that we have the right to market and advertise this property, yes or no?

Participants: Yes.

Keith Sperry: Absolutely, if you do not put in contracts, if it's not there, you can not do it. So what we are going to do, we are going to market this house by doing the ads, yes. But we also are going to put a big sign in the front yard, and it is going to say, "Lease options. No banks. No credit checks. Low down. But today." They are going to find us putting arrow on the roof of this house. Big arrow, it is going to be bright red and it is going to be right over the doorway of that house and it is going to show all the renters where they are going to walk through the doorway in their new home. Are you following me, give me a yes?

Participants: Yes.

Keith Sperry: They are going to be driving by and, "Honey, there is a big red arrow on that house. It says lease options. It says no banks, no credit checks. We have been renting for four years. Let us call and let us see if we can buy this house—" because again, the people want to be owners, yes or no?

Participants: Yes.

Keith Sperry: Every American dream is to be the homeowner, not a renter. We all know that. So what we are going to do, we are going to help them solve their problems. What are their problems? Banks don't are not loaning money for one. You got to have a perfect credit. Well renters traditionally do not have a perfect credit. Another thing that usually they don't have is gazzillion dollars with 20% to 30% down. We are going to solve all of these problems, so we are going to help them. Come Friday morning. Write this down. Friday morning, we are going to teach you how to build your buyers list.

00:40:01

First thing, if you know how to build your buyers list—how much money do you want to make? That is the key. We are going to show you and we are going to help you build your buyers list first thing and what we are going to show you is a strategy that is going to teach how to turn renters into what?

Participants: Buyers/owners.

Keith Sperry: If you know how to turn renters into buyers in this market place, do you think you could make any money, give me a big yes?

Participants: Yes.

Keith Sperry: We are going to show you how to do that and in fact I will teach you even better than that. We are going to teach you how to sell your properties before you even have to buy it. Does that sound pretty good to you?

Male 3: Yes.

Keith Sperry: Gee, thanks. You got to be kidding me. Does that sound good to you, yes?

Participants: Yes!

Keith Sperry: Okay. So here we go. We got some "no - no's" in the class. What are you going to do? Leave here and take notes for 90 minutes? I mean I know I am good. But 90 minutes, you are going to go do this yourself out of that market place? You got to be kidding me. You got to know what you are doing in anything. Would you agree? You have to know what you are doing to succeed, yes or no.

Participants: Yes.

Keith Sperry: If not, you are going to go and take your education from the school at hard knocks and that an expensive education because you are going to go out and you are going to have to find your own foreclosure property or a bank owned property, right? I

am sure you are expert in finding those deals. Then you are going to have to go out and making offer on this property, right?

Good question. When did you ever get your training on how to make an offer in real estate investing? When did you get that training?

Female 2: Hands on?

Keith Sperry: Never. Do you not think you should know exactly what goes into and how to offer a good offer in real estate investment, yes or no?

Participants: Yes.

Keith Sperry: Or you are putting you and your family at risk. We need to teach you how to do that. We are going to. Next thing, you make the offer. Well then, they accept the offer, right? We are not even going to go to the bank, got the 30% down right in your savings account then you are going to look through your (Inaudible) for 60 days and men and then they are going to say, "Okay. You have now earned the right. Start paying for this." "Yippee!" Now what I got to do is I got to go out and try and sell. I dig a hole and put a sign in the yard, yeah. Problem, are there a few people in this area trying to sell (Inaudible), yes or no?

Participants: Yes.

Keith Sperry: You have glut of housing right now. It is a record inventory level right now and I would say this, "What happens if it doesn't sell over the 60 days?" How about six months, how about eight months. What happens? Do you have to pay for that, yes or no?

Participants: Yes.

Keith Sperry: Question. Is that going to be expensive? Give me a big yes?

Participants: Yes.

Keith Sperry: Well, I'm going to teach you how to do it right? Let me teach you this. How about this, everybody write this down. Trump is going to teach you how you never even make an offer on real estate investment property until you already have a buyer in place. Does that sound better, yes or no?

Participants: Yes.

Keith Sperry: Now good enough. Give me a big yes.

Participants: Yes.

Keith Sperry: Give me a big yes.

Participants: Yes.

Keith Sperry: That is what is going to happen at Trump University. We do not mess around. It is the only way to do it, absolutely. So what is going to happen is this. We have got dozens and dozens of these callers who want to be homeowners but their renters, but they cannot go to the banks, so they are liking our ad. So they are answering our ad. We are going to send them out to see this property. Now I want you write this number now, \$440,000.00. We are going to raise the price of this property just a little bit. Write 10%. The reason we are raising the price of this property is we got to make sleights (ph) of business deal for one. And also, renters would love to get into that house for \$440,000.00 for a couple of reasons. Number is, give this market a couple of years. Do you think that there is very good chance that in two years, the market may very well had gone up in real estate, yes or no?

Participants: Yes.

Keith Sperry: Yes. And so you know what, in two years that property is not worth \$440,000.00. That house is worth \$460,000.00, \$470,000.00 all day long. So they have actually walked in to \$10,000.00 or \$20,000.00 of equity. So it is actually a good deal even at that price. But the second reason is they do not have to go to the bank. They cannot go to the bank. They do not have the credit for the down payment. Are you following me, give me a big yes?

Participants: Yes.

Keith Sperry: Darn right. So we are actually helping them solve their what?

Participants: Problems.

Keith Sperry: We are problem solvers. So what is going to happen here, we are going to get out these contracts. So write down contracts and we are going to have Peter up here, right? Peter is looking at this. He is calling us up. We'll sending him out to the property. He loved it, so we are going to give it to him. Write down \$440,000.00 in the contract, and that is the purchase price. However, in the ad, we said no banks, no credit checks. So, we have to be ethical, right? We are not going to send you to the banks and you are not going to get your credit check, but we still have to have somebody qualify to buy this house, right? Write down cash.

Now, if you went into the bank. Let us say, you have a good credit. They will want—and I have documentation here, minimum 20% down, cash. So here, I mean we got a

\$400,000.00 house here, 20% cash—that is 80 grand. That is a lot of money, cash to some people, right? So here is what we are going to do. We are going to help him get into this house, not being a renter, but being what?

00:45:09

Participants: Owner.

Keith Sperry: A buyer, not an owner yet, but a buyer, right? No bank, no credit checks. Write down, \$15,000.00. He is going to be able to get into this house for \$15,000.00 down. Folks, that is about 3% down. The question I have for you is, is 3% down on a house on mortgage in today's credit situation a good deal for first time homebuyer, yes or no?

Participants: Yes.

Keith Sperry: No it is not. They can't get it—it's a phenomenal deal. They cannot get it anywhere else, but you. Do you understand that? Give me a better big yes?

Participants: Yes.

Keith Sperry: That is why they are going to line up to buy your houses. That is why we move properties, investment properties at Trump because we do it differently. This is not the usual stuff. This is not what other investors are doing out there because they do not know how. They haven't been trained. They are not doing it the Trump way.

So, he gets in, \$15,000.00 down. But treat people right, you'll get a ton of money in real estate. We are going to moving and lose \$15,000.00. Write this down. He gets the discount of \$15,000.00 off the purchase price when he goes to buy the house. Do you think he will like the sound of that?

Participants: Yes.

Keith Sperry: Yeah. That is fair. However, the \$15,000.00 write down, nonrefundable. That is all. That \$15,000.00, it is nonrefundable, which means this. This is the Trump way of real estate guys. You make money the day the deal is signed, \$15,000.00 nonrefundable. Do you like the sound of that?

Participants: Yes.

Keith Sperry: Are you kidding me? You are not thrilled with that. What do most people do when they want to go buy investment property? Do they have to go and put money down guys?

Participants: Yes.

Keith Sperry: Yes. Do they have to go through a bank and get a loan, yes or no?

Participants: Yes.

Keith Sperry: Not you. You got paid the day they take the deal, \$15,000.00 nonrefundable. Do like that, give me a big yes?

Participants: Yes.

Keith Sperry: That is a lot better. That is how we do it at Trump. It is the right way. There are other ways to do it. It is called the wrong way but the Trump way. The Trump way is the right way. So contract, how much did you buy the house for?

Participants: \$440,000.00.

Keith Sperry: How much down?

Participants: \$15,000.00.

Keith Sperry: Okay. Now, all we have to do is term. So write the term. Write down two-year lease with an option to buy. And I got some people shaking their heads, because some people are staring to get this. It is like "Ah, yeah." Everybody say coverage, everybody.

Participants: Coverage.

Keith Sperry: Everybody say coverage.

Participants: Coverage.

Keith Sperry: That is what we want here and that is why we are doing it this way. Some people will look at me and go, "How do we have three-year lease option?" We do have a three-year lease option. We have a what?

Participants: (Inaudible)

Keith Sperry: Because here is the deal, at the end of two years, if has not done what he said he would do, let us just clean up his credit and get ready to get a loan. If he hasn't done his part of the deal, I will not put my family or myself in financial jeopardy. What I have found is giving myself coverage doing a gradual means and I am going to find another lease option buyer. I am going to extend them another year on the deal. I am going to get another \$15,000.00 down from them that is "non" what?

Participants: Refundable.

Keith Sperry: Refundable and I am covered, does everybody like that, give me a big yes?

Participants: Yes.

Keith Sperry: That is how you do it right there. Coverage guys, no risk. There is no reason to do real estate investing with risk. There is no reason to do it with risk, absolutely, so two-year lease with an option to buy and with contract. The next piece we have to put in the contract is monthly payments. So write this down, \$2,300.00. I got \$2,300.00 a month for 24 months that he is going to pay—and as soon as we have got all of that detailed information down, what we need to do, Peter, is we are going to come over to you, I have decided—we are going to assign him over, all the contracts we have signed with Bob, the original seller, we are just going to assign it all over to Peter. You are going to sign that Peter. There you go. He moves his family into this house, you are not renter anymore, you are a what?

Participants: Buyer.

Keith Sperry: A buyer. All right, not quite an owner. He is a buyer. And here is what I do now. I am going on to my next what?

Participants: Deal.

Keith Sperry: Everybody say deal.

Participants: Deal.

Keith Sperry: I am moving on my next deal. Let me tell you how beautiful this is. This is one real estate property, one residential home. That is all this is, one. There are three profit centers we just created by this one property doing the Donald Trump's way. Let me explain it to you. Write down the first profit center. The first profit center is the front end money. Well, that is the difference between our down payment and their down payment. Well, how much did we put down?

Male: Nothing.

Keith Sperry: Okay, zero. How much did they put down?

Participants: \$15,000.00.

00:50:00

Keith Sperry: So write \$15,000.00, as your first profit center and that is nonrefundable guys. You made that money the day that deal and it is yours. The second profit center is the difference between the monthly payments. So we pay what we've said to this contract with Bob and it was \$1,800.00, their payment is what?—\$2,300.00, was it? \$2,300.00, write down \$500.00. That is difference every month we are making on this deal.

Now that is not a lot of money, \$500.00. However, understand this. It is a 24-month term, right?

Female 3: Yes. \$12,000.00

Keith Sperry: So, then write down \$12,000.00. Here we go, \$12,000.00 is your second profit center. But here is another thing you need to understand. We are not going to help you go into one of these. In guess if you want to do one, go ahead. It is a free country, but there is no reason to do one. If you can do one this market place, you have enough people who want to be homeowners right now that are renting simply because they do not have the credit and they do not have the down payment. Would you agree with that?

Participants: Yes.

Keith Sperry: And we have got a record housing inventories, so there is a glut of houses were putting in as long as we know how to go out and finance them. If we can do this the Trump way, did you see all the opportunity, yes or no?

Participants: Yes.

Keith Sperry: In creative financing, it's what Donald Trump says you can make a ton of money. The banks are not doing it. They will just deal with us. In the first six months, let us go get four or five of these. They are out there. The next 12 months, let us go get six, eight, nine, ten of these. Let us say we have eight properties for the next 12 months. Let us talk about multiple streams of income. That is how wealth is created folks, right here. That is how the rich do it. They got what is called mailbox money. Write that down. Whether they are on vacation on Hawaii or they're on work, that money is coming in, they cannot stop it. It is called passive positive income. And what we are going to do is we are going to do is we are going to make \$500.00 minimum. Why I had you write \$500.00 down is because that is a minimum spread on each property we are going to make with the Trump system.

If it does not make \$500.00 clear every month, we do not do the deal. Here is Trump's way of doing it. Take the emotion right out of real estate investing. How many of you would agree it would be wise for you to take emotion out of real estate investing, give me a big yes?

Participants: Yes.

Keith Sperry: Okay. Here is the deal. Take the emotion out, we simply find the property and figure the property. Run the numbers. The numbers layout, they are either good numbers or bad numbers. We either do the deal or don't, the numbers tell us to do or not, if that makes a great deal and sense, give me a big yes?

Participants: Yes.

Keith Sperry: Absolutely. So since we make \$500.00 a month, then we do the deal. But, if we have eight properties now in the next 12 months, again, not a great deal of money, but when you got eight properties bringing in \$500.00 a month, how much do you have coming in every month from real estate passive income?

Participants: \$4,000.00.

Keith Sperry: You got \$4,000.00. Write that down. I want you to see that number in front of your own eyes. That is a not going to pay every bill you got every month, I understand. But how many of you could not use and even need an extra \$4,000.00 coming in every month. Raise your hands if you could use that or need it?

Male: Yes.

Keith Sperry: Keep your hands up. I want to see who you are. \$4,000.00 and let me tell you this and it is even better than \$4,000.00. I would tell you why. It is taxed differently. Again, you want to talk about how the wealthy do it, let me explain to you. So you take advantage legally of the tax—the way the tax code is. Do you understand? I do not pay the same tax as someone who goes and punches a clock on my passive income I earned from my real estate investment property. Do you understand that? They go and punch a clock and earn \$4,000.00, they get taxed way more than I do. Do you know why? Because I know on my passive income, I do not have to FICA, I don't have to pay Medicare. Do everybody say yes.

Participants: Yes.

Keith Sperry: On top of that, I am running an LL—

Participants: C.

Keith Sperry: This is the business guys, which means this expenses I have inside on running that property. So, on top of not paying FICA or Medicare, I get taxed on my Net, not on my?

Participants: Gross.

Keith Sperry: Do you see that? But for someone who is punching a clock, when you're ordinary Joe, let me tell you what. They are getting screwed, but I will say this, that is how it works and that is why the wealthy get wealthier because what is happening is they're paying tax on every bit of that \$4,000.00 on the gross, they are paying FICA, they are paying Medicare and I am not. Does that make sense, give me a big yes?

Participants: Yes.

Keith Sperry: That is why I just showed you this passive income stream, it is worth even more than \$4,000.00 because of the tax benefits there. I hope you got that. I see a whole bunch of you did. So moving right along, the second profit center, we make \$12,000.00, third profit center on this one, write down backend money. The backend money is this—we have Peter calling me up and he say, "Hey. Thanks for all of your help. We are ready to buy the house." And he is going to exercise his 24-month option to buy. The day he calls me up to exercise his 24-month option to buy, I will call Bob up and exercise my three-year option to buy. Does that make a deal or great deal sense, give me a big yes?

00:55:10

Participants: Yes.

Keith Sperry: Okay. And what we are going to do then is we are going to sell a double escrow close. Write that term down. Double escrow close with our title company, not the buyers, not Bob, and not Peters, the one I want to work with. So, what is going to happen is Peter is going to come in on the same day—we have a double escrow close. He is going to come in at nine o'clock with a big smile on his face and Bob is coming in at five o'clock.

Now, Peter is going to be checking us—it's a little more complicated than the first strategy, so let me see who is paying attention here. The check that Peter is brining in to buy this house, once he exercise his two-year right to buy, right?—how much is that check for?

Participants: \$425,000.00.

Keith Sperry: Perfect. Remember, \$440,000.00 less than \$15,000.00 because he does not loose the down payment. So \$425,000.00, write that down. Now Bob is coming here at five o'clock. He is going to pick-up his check. Remember, 100% buying his home. What is his check would be?

Participants: \$400,000.00.

Keith Sperry: \$400,000.00. There you go. Third profit center is the difference between those two checks at close. Write down \$25,000.00. Again, not a great deal of money but when you had all three profit centers together. Deborah, add all three profit centers together. The first one is \$15,000.00 and you got that upfront the day you did the deal. You do not have to wait 24 months. You got that on the front end right there. Add those three profit centers together, that's \$52,000.00. One

property and I am here to tell you right now. Are there a whole bunch of renters or wanna-be-homeowners, give me a big yes?

Participants: Yes.

Keith Sperry: I mean they cannot go the bank, so they just deal with us and there are a whole bunch of houses in our inventory right now. Give me a big yes.

Participants: Yes.

Keith Sperry: Yes. Mostly, we will just go and find one of them, put an offer out there with somebody who is motivated because the house is sitting and we are done. We are helping people solve their problems and we are making money. How many of you could use \$52,000.00 doing one deal? Raise your hands, who could you use that?

Participants: Yes.

Keith Sperry: And that is what we are talking about here. But let me put it to you in another way. Because of what I just told you about the opportunity, most people are going, "Yeah. That makes sense." But what are you going to do about it? If you do not know how, you are going to do a damn thing with it. Here is what you are going to do. You are going to get trained by Trump, Mr. Trump. He is going to teach you how to do this and what is going to happen is you are going to go and do one of these every other month, how about that? Let us not break a sweat, let us do one every other month. Help people with their problems and make some money.

Now if we do one of these every month--keep our jobs, keep your jobs, keep the benefits you have, keep that income coming in, but let us go to do some real estate investing every month. One of this deal, one residential property. That is over \$300,000.00 right there part-time. How many of you—now \$300,000.00 does not make you rich, right? But how many of you could use an extra \$300,000.00 coming-in part time, raise your hands? How many of you could use that? And I am here to tell you right now, (Inaudible) became millionaires right now. This opportunity that we see, we have never seen anything like this in real estate and we will never see it again. We are starting to see a little correction already. You want already to be in place when that happens, would you agree with that?

Participants: Yes.

Keith Sperry: Donald Trump says this rule clearly. When you want to get in when the people are getting out, right? The price are low and when two years or 18 months hits, when things get better, they get more comfortable and they start getting more comfortable and they start going back in the real estate, we are the ones

who are going to be selling the houses, if you all agree with that, give me a big yes?

Participants: Yes.

Keith Sperry: Buy low, sell high, makes a great deal of sense, no question about that. So, what we are going to do is we are going to teach you how to create wealth. Is everybody enjoying themselves so far?

Participants: Yes.

Keith Sperry: Let's keep going. Strategy number three, write down, owner seller financing. This is another great creative financing technique and if you know how to creatively finance people since the banks are not lending the money, we will get them get in homes and we will help them solve their problem and make a bunch of money. Owner seller financing, we are targeting—write this demographic down. Write down baby boomers. Primarily, we are targeting baby boomers, why? Because they own their homes already, they work 20 to 25 years. They have owned the home outright.

Write down the 'for rent' method again. We are going to use the 'for rent' method here. We are going to find those vacant rentals. They do not want to be vacant because they want money coming in. Now write down \$385,000.00. We are going to use the same \$400,000.00 house. Keep it simple. We are not going to pay \$400,000.00 for this time. We are going to negotiate a little discount, for 5% to 7% discount, so write down \$385,000.00 and Finn, I am going to use you here so help me out buddy.

01:00:00

Finn, let me tell you,—is it attractive to this deal, to owner seller financing like you would not believe—kind of a distressed property situation here. I will tell you how. Bear with me here Finn. Finn is a widower, his beautiful wife passed away, you know, several years back and he has found a beautiful gal and then they got remarried and they are back together. Well, they have got two homes. Is everybody following me?

Participants: Yes.

Keith Sperry: Well, one of the two homes—they do not need two homes so they are going to do what with one of the homes?

Participants: Rent it.

Keith Sperry: Rent it out, right? So we are going to do this for rent method. Okay. But the housing or the rental market right now is real

though. So they are sitting on a house that is not renting. No money is coming in.

So what we are going to do is we are going to offer him a solution to this problem. A couple of reason why people are so attracted to owner and seller financing. Number one, Finn does not want to be a landlord. "Are you kidding me? I mean I have earned the right to not to have to get late night phone calls, sprinkler problems, pipe is breaking, chase down late payments." Is everybody following me, yes?

Participants: Yes.

Keith Sperry: He does not want to do that. So I would tell you Fin, "Hey, just deal with me. I am a buyer." I am going to put money into this place. I just need a little what?

Participants: Time.

Keith Sperry: A little time. So he is thinking, "All right. I would like to get some money coming and that sounds good to me." The second reason why he is so attracted to this owner seller financing, as an owner of the home, is the money part of it. Let us say he says, "I am not good at renting. I am going to just sell the place." Well, he is not going to get the whole price for it. So he is not going to get \$400,000.00. He would probably get \$360,000.00 or something like that. So, let us talk about this. "You get \$360,000.00 for it. What are you going to do with all that money?" I am not going to put into stock market, they are not going—[Audio Cut]

01:01:42 - End

Exhibit H24

PFF Atlanta- HARRIS- 3 MAY 2PM

Event: Fast Track to Foreclosure: Free Orientation

Date: Saturday, May 3, 2008

Event: Fast Track to Foreclosure: Free Orientation

Location: Atlanta, GA

Speaker: James Harris

Team: Scott Leitzell, Michael Hinson and Denise Ong

SEM_PFF-20080503d

Atlanta Marriott - Century Center

| | |
|------------------|-----|
| Attended: | 25 |
| Mailers: | 0 |
| Sold Full Price: | 6 |
| Close: | 24% |
| Pendings: | 1 |

1. Ptahman Abuptah - Callback on Monday, 05/05 for CC details

Be-Backs: 1

1. Dustin Johnson - Coming back on Sunday, 05/04 with payment

James: We act with integrity. I am going to talk for about 90 minutes. I am going to give you a lot of different things that you can start doing in the grab, buy and sell real estate starting today 20 to 50% below fair market value.

If you listen to what I teach you, but then next weekend, we are going to be coming back, it is called the Profit from Foreclosures Three-Day Advance Training.

I cannot give you everything you need in 90 minutes, I wish I could but we have three days for some top certified mentors to come in. They are going to teach you A to Z how to grab and buy these properties. And the reason he picked me to come up and do this nationwide is because I started with nothing. I had no money, no credit, no license, could not alone at 19 years old. I was living on the streets of New York and he could have picked anybody to come out and teach how to buy and sell real estate his way.

The reason he picked me is because I came from nothing. I can take the average person and show him how to create a fortune in real estate because I have been doing this since 19 years old and now that I am 34 I can show you how to do this guys. I have been doing this for 19 years.

So at the end, we are going to ask you to register for our three-day advance training coming up not this weekend, next weekend. You guys only need to do or you would not, we are not going to convince or persuade anybody to do it but I do not want any surprises later and I think you guys understand that is definitely fair.

Let me tell you about me a little bit. It is not about you, it is not about me but let me tell you why I am teaching this and standing up here and teaching this, and why you are down there. At 9 years old my dad actually took. I never really knew the guys and my mom was addicted to drugs mostly pain killers the first 17 years of my life, so I have been helping raise my family since the age of 9 years old. I got a younger brother Christopher and a older sister Kathy. I have been making money since 9, and I came from nothing guys.

I do not have a college degree; do not have a MBA or PhD. I have never had the support to actually send me to college but I chose to leave my family at 17 and went over to New York City. I was living on the streets for a while and at 19 I had somebody who put an arm around me who is still my mentor today and said "Jim, let me show you how to get your family ahead in life and I will teach you real

estate” and I actually live with that gentleman and his family for nine months. I have never known anything else but I have been working since the age of 9.

Now, I tried bartending at the beginning of my career in New York and I did that part time until I got the real estate thing of the ground. Any bartenders in the room? I will mix you a couple of drinks later guys.

I am former license real estate agent and then I became a broker and at the age of 29, I became one of the top 12 producing brokers on the island of Manhattan. So I can show you how to do this.

At 23, I bought my first investment property, no money, no credit, no license, no loan, so I am what is known as one of those zero-down real estate money experts and I can teach you that. We are going to talk about today.

Now, I am investor. I have been investing since 23. I am also a home builder. I build bright, beautiful brand new homes for people and I am a mentor. But if there is anything you leave here with today, I want you to remember me at this, if you talk to anybody say “man, that guy Mr. Harris, he is a great guy, husband and a phenomenal dad”. I do not want you tell anybody about the real estate stuff. I have been doing that in a long time. I want to be known as the best husband, the best dad out there.

Okay, enough about, let talk about you guys and why you are here. Donald Trump bought this building standing on Wallstreet for \$1.2 million about 12 years ago. It is 1.3 million square feet, now it is estimated over \$400 million. Did he get a good deal? He got a great deal right? Here is why and this is the beginning of this whole thing, this building was going into what? Why are you guys here? To see about foreclosures, there you go, and that is the power of foreclosures. Most people in this country would never ask to work again if they got a deal like that.

Actually here is the funny thing, we have deals out here right now. You are driving every single day, there are more opportunities to buy real estate at a 20 to 50% discounted value now than ever in the history of this country. So I am going to start his whole thing with this. If you do not get into real estate after today we trump you, probably you will never will. You probably never know, so keep that in the back of your mind.

You guys know Mr. Trump. He is known for the Apprentice. Anybody ever watch the show? I do not know about you guys but I was really upset when he [inaudible]. I was really upset. He is a great guy. Miss Universe Casino real estate, but now he is known for education. Let me just say something right now, he does not care about all the southern stuff anymore. Donald Trump does not need any more money. Does everybody understand that, please say yes.

He is a multibillionaire in real estate. He wants to be known right here education, as the one guy who finally said "I am going to teach folks to finally do this." He wants to leave a legacy, that is the only reason he opens up this university. So he wants people to say "Hey Mr. Trump finally taught people how to make money in real estate and he was not just this guy looking to take money at the casinos and stuff like."

Guys he is pretty much done. He does not need any more money but he definitely wants to leave his legacy and when he called "I said hey man, I am going to jump on board because at 38, I am pretty much retired here. I do not have to work another day in my life" and I jumped on board, and said "if I can have an opportunity to get on board with Mr. Trump and teach, show people how to do this and give back that is going to be a good feeling.

00:05:20

What we are going to cover today guys is foreclosure basics. What is a foreclosure, how much money you can make at this foreclosure and then we are going to preview our three-day advance training coming up in two weekends away, and invite you to become a foreclosure property specialist with the number 1 real estate educational company in the world right now which is Trump University.

Before we jump into all these stuff, guys I would like to have a lot of fun with my presentations. I do not get excited about the real estate stuff anymore and the money I have been doing for a long time. I want you all to get excited about this stuff so I am going to ask for your participation. This is going to be an open forum. We are going to role-play. I am going to start training you right now. I am just going to pretend you are all going to be here next weekend and you are all going to take this three-day and really learn how to do this especially the young folks in the crowd and I want you guys to have fun.

So, when I say please say yes, when I say does that make sense, I only do that so we obtain and retain the information. And I want to make sure we are on our power states of minds until we get out of here. Does that make sense? Perfect. You guys will get that. Let us have some fun. Seven steps to set a foreclosure. How to help distress homeowners? Evaluate first to know your exit strategy.

I am glad there are couples of young folk in here because I will tell you, I can show you how to make a fortune in real estate, you know why, and you got no bad habits. And I want to you something right now. Everybody let see. Here is a good question. When you make money in real estate folks, when you buy or when you sell which is it? It is when you buy. So write that down. We do not make money when you sell, we make money when we buy. So we have to have our numbers, we got to do a property analysis and we got to have an exit strategy. You only make money with you buy guys. You get the cash, your check and have fun and go shopping when you sell.

I want you understand the phases of foreclosure. It is like a clot, we will teach you that. Find the foreclosure investment opportunities. Lot of people say "James how are we going to find them?" I find these foreclosure opportunities working in my underwear and my bathrobe and my home office, couple of hours a week on my software program. I will show you how to pull those up as well.

Prepare your credit. That is huge. Set up financing and funding. Most people say "James, where are we going to get the money to buy these properties?" Question: Do we want to use our own money? Yes or No? Nope. So everybody repeat after me. Find the deal, the money will come. I will show how to get the money in 10% financing as long as we have a good loan value. We will cover that.

And then we are going to set your goals when we are done. We are going to get started and those of you who come to spend this three days in two weeks, because I am going to tell you this will be the last real estate education you will ever need for the rest of your life. This is Trump University, you are in the presence of excellence. This guy is the best in the whole wide world.

More than 76% of American millionaires earn their wealth through what? You guys know that otherwise you would not have been here, and over 84% worldwide of all the millionaires and billionaires had made money in some form shaper style of real estate. So you guys already know that.

Why real estate? Because it works. We can use what is on the leverage. We can use OPM, which stand other people's money. I can take \$10,000.00 and I can control \$100,000.00 of real estate. I can take a \$100,000.00 of somebody else's money, I can control a \$1 million of real estate and if I really wanted to I could take a \$1 million of my hard earned cash that I made over the years an I can control up to \$10 million of real estate. I do not know any other industry besides the stock market where we can take a small amount of money and control a large asset to get rich. You guys are in the right place.

Foreclosure is going to make it easy. Let me give you a fifth grade elementary exam. Real estate doubles 10.2 years, with leverage it doubles every year. Here is an example, 1997 a property worth \$200,000.00 now in 2007 is now worth, because of the magic of appreciation. Does everybody understand that so far?

Yap, good keep your energy. The reality is even better though guys. It is actually a little bit better than that. That \$200,000.00 property bought with 10% down, you took \$20,000.00 of your hard-earned money went to the bank, beg them for a loan, they gave you a \$180,000.00 over 30 years to pay back, put that on your credit report.

By the way, that is the worst way to buy real estate; you never want to do that again. Never, ever take your hard-earned cash and have the bank put that loan on your credit for 30 years. Do not do it that is the worst way to buy a real estate. But let us just say that is way you did it. The rest of the \$180,000.00 was used by—we use OPM and then 10 years later, now the property from 200 is now worth 400,000.

Here is the breakdown that \$400,000.00 property that you took \$180,000.00 loan equity grew to 220 so your \$20,000.00 of hard-earned cash grew to \$220,000.00 but is that a 100% return on your money? It is a little bit better.

00:10:17

I know you are a little bit confused here, that is a 1000% return on your money. Check this out, at 19 years old, when this mentor put his arm around me he said, "Jim I am going to show you how to get a 1000% return on other people's money, not your money". I said "oh my gosh I should let how to do that" and I have never look back

since. I never had to worry about a job, working for anybody else for 19 years. So that is what we want to teach you.

Here is Trump new student, not only did the program teach me a lot but it was motivational. I felt confident about what the outcome was going to be after the three-day training with Trump University, within nine months I bought a home for \$214,000.00 sold it for \$420,000.00, why, the house was about to go into foreclosure. And I made 200 grand in one deal.

Let me ask you a question guys, if we could show you how to make that amount of money on one deal between now and the end of the year, could you pay off one credit card? What do you think? At least one right. But I do not want to look at the money guys, that is a lot of money I know, I want you to look at this kid's face. This is a young 26-year-old kid, look at that smile; I want to see your smiles after you do your first deal. Would that be exciting? Absolutely.

Here is strategy number 1, write this down, how to help distress homeowners by investing at degree. Folks I am going to give the first rule of real estate. So those of you who are taking notes, good for you chat this down, first rule of real estate, never buy retail. Never pay retail.

Too many people out there pay their market value for a piece of property. Do not ever do it again not even in your own house. There are too many good deals out there. Second rule of real estate; never get married to a deal. If the number work and we are going to make a profit, we are going to make an offer but we want to help people get out of these foreclosures.

Now here is the definition of foreclosure, people cannot afford to pay their mortgage. What they do is the bank sends letters, they cannot pay it all, and they are going for foreclosure. Bank takes it back, it goes to the auction, if it does not sell at the auction, it then becomes a bank-owned property and we are going to help these people.

The main causes of foreclosure are these: 1) Job loss, 2) health and illness, 3) divorce, but the number one reason for foreclosures right now are these arms, readjusting mortgages. Too many people over the past 5 to 6 years they got above in these interest-only loans for 20, 30 years. First three years, they are just paying interest and what happened is their mortgage re-adjusted and now they cannot afford to pay anymore.

I pulled up some numbers in my underwear this morning on my laptop before I came down here today within a 2, 3 mile radius of this hotel, all of you could go out and you would never have to go outside this area. There are so many foreclosures. I will give you those numbers in a little bit.

At national mortgages, we got a 20-year high. Last year, over 2.2 million foreclosures, 1.185 auctions, 1.5 REOs and it is actually up over 112% since last year. CNN just had report the other day on Wednesday; they said that 1 out every 100 in 94 homeowners with a mortgage right now in this country is in some phase of foreclosure.

We are seeing a tsunami that is why I tell people, if you get involve now you probably never will. We can buy properties 20 to 50% below fair market value, have instant equity we can buy, control the properties and create flow for a year or two and then sell later.

Guys let me ask you a question, do you think these markets are eventually going to turn and become a sellers market again, what do you think. You better believe that and right now the market seems like stink. But for investors, this is when you buy, this is not when you sit back. This is when you buy as many properties as you can, and guess what I just found out, Atlanta, Georgia is within the top 4 cities in the nation to become a landlord right now. You got a great job market out there. This is the best time to buy properties, hold them for a year or two, cash out later and you can put a million bucks in the bank over the 12 months cash if you simply follow our strategy.

We can also help families in financial distress avoid 7 years of major credit problems. When somebody is going for foreclosure, they are going to ruin their credit for seven years. Chat that down because you are going to be talking to these people after today. They cannot get a bank loan, credit card loans, car loans, boat loans, student loans, no kind of loan. They are going to ruin their credit for 7 years. So I am going to test your knowledge, everybody participate here we go. What is worst on your credit report foreclosure or bankruptcy? Foreclosure.

00:15:00

We can claim bankruptcy today, go out tomorrow; I can go apply and get another loan. Foreclosure you cannot. So you need to know that because you are going to talk to these people going in a foreclosure. And what we are going to do is save their credit rating, we are going

to pay off the mortgage note but we are going to use OPM, help them move. Never give the money until they move, and put them into a lease option.

Let me explain this. We had a lady right before the holidays and she was going in for a foreclosure. She called one of our ads and she was local, so I went over to her house. She said, "Mr. Harris, I am going in for a foreclosure. I owe \$98,000.00 on my mortgage, I am behind \$6,250.00 here is my bankbook. Please take my bankbook and take my house. I will give you my house right now." She handed me her bankbook. I called Bank of America. I wanted to help her out and what I do is I found out she was telling the truth she owed about 100 grand, \$6,250.00 behind her payments.

So basically what I did is I had her sign one page document which is called an affidavit. She signed the property to me. But here is my question, "whose house is the mortgage name in still? Her's. Whose credit is it on? Her's. I filed it with the courthouse, now nobody else could buy or sell that home, only me, put her into a lease option, and pay the 6250 off to the bank, now she is not in trouble anymore. I am going to help her build up her credit and she is going to buy this other home for me eventually when she stabilizes her income and that house appraise out at \$160,000.00 and I turnaround it and sold it within 30 days for 130,099 to a principal buyer.

So what I am talking about is this, I wanted to be in a win-win situation. Let me talk about this. If we are going to help somebody get out of their mortgage and we are going to make 30, 40, 50 grand or more at the same time, can we take some of our profits and help them get into a rental, get them into lease option, make some deposits, make some rent payments, easy transition. Would that be fair to say we should do that?

Let me teach you something, chat this down if you want to get rich in real estate. Here are the three things you need to do in real estate and here how it works. It is people first, money second, things third. How many people have the money first? They are like "man I want to go make the money first and then I will go help people." Folks you cannot get rich unless you help people in real estate. Too many Americans have that foot flap around. It is people first. By helping people get out of a bad situation, we can make some money too. But I want you to help them out as well and by helping them out, what we are going to do is we are going to earn the right for referrals.

Let me explain this, this is huge guys, this is a bonus of wealth. Let say you guys come back in two weeks, what we are going to do is teach you an associate program. That means we are going to show you how a hundred of people in your association, your little network that is going to give you one referral every single year on a piece of real estate that we can make at least \$25,000.00 more on profits.

The average homeowner in this country knows about at least 4 to 6 transactions every single year in real estate on the buying sell side. Some of those 4 to 6 transactions, if we have a hundred people that we keep in contact with every month in this associate program, if they each give us one property out of those 4 to 6 that they find out about every year, that is actually going into foreclosure and we can make \$25,000.00 on it, because we get ahead financially.

That is a hundred deals a year times \$25,000.00 net profits, is that a lot of money? Let me just talk to the little kids, is that a lot of money? Guys that is \$2.5 million. Check it out, if we can teach you this referral program to do 100 deals a year just 28 grand, think big. How much money in advertising and marketing do we have to spend to make 2.5 million bucks? Nothing. They are all coming by referrals. Guys I have been doing this for 19 years. We will teach you how to do this.

Important concepts, the owner is going to lose the property. So if we are talking to somebody who is on foreclosure right now, they are six weeks away from the courthouse steps, most of them do not even have for sale sign out front. They are not even trying to sell the property. Here is what they are saying "Oh Mr. Harris do not worry about it. I have not talk to my uncle Charlie in 24 years, but he is going to send me a check, I left him a message. Oh, my mom and dad will help me out. Oh my brother and sister...somebody is going to help me out to make this payments, I am just waiting until the last minute."

Guys they are in denial, they are going to lose the property. They are not doing anything about, so we have to educate these people and let them know. If the sheriff comes to take your house in six weeks, they are taking everything in your house. Our goal is to help the seller, the bank to sell to the buyer. It has to be a win-win situation.

Let me explain this. In that little scenario with the lady I told you about a little earlier. Watch this, she had a \$98,000.00 problem, not a 6250 problem, she owed a \$100,000.00 to the bank. So when I paid off her back payments, did I help her? When I sold the house,

did I help her? Think about this. When we paid off that mortgage, when I sold her house and got that \$98,000.00 paid off, did that hurt or help her credit score? It waves her credit score. I put her in the lease option, she is happy and she was hugging me. I actually helped her.

00:20:32

Now watch, we also help the bank get back their money so they can stay liquid so they could borrow more money to give out consumer loans. Then we help ourselves. I sold the \$160,000.00 house for \$130,099.00. We made 40,000 bucks and we help the buyer. The buyer got a pretty good deal. They got a \$20,000.00 discount a property and now they are principal buyer. They can live in the house and sell it or keep it or do whatever they want. So it has to be a win-win situation, if it is not I want you to pass. When I take advantage of people, we are just taking advantage of opportunities because first is people. And we help people, we can make money and then we have anything we want in the whole wide world. But I wanted to be a win-win situation.

First goal we are going to stop the foreclosure, we are also going to stop the sheriff on going on the record. I have 250 to 300 point drop in the credit. We are going to save that family 7 or 10 years of hardship and difficulty, higher insurance and loan rates, vacating the home and losing belongings.

Plus if the sheriff comes to somebody's house and they come to vacate the house because they put a letter on the door and they say "hey you got to get out in 15 days". If they do not move out they come back and they will put a padlock on the house. The family, the kids, everybody has to get out what they can take with them. Nothing, you need to let these people know this.

The sheriff comes with their marshals; they threw everything on the front lawn. They do not even pack it up nice and neat and all the neighbors come, run, and pick through it because they cannot take anything out of the house. So we are going to help these people. Also, save them the embarrassment and humiliation and low self-esteem. Guys there is nothing worst in the world than having all your neighbors and all your friends find out that you were in a foreclosure.

When I was 19 years old, I was living on the streets of New York. I did not even know where my next meal was going to come from.

Sometimes and I had this low self-esteem and my confidence was shot. It was in the gutter. I had to teach myself how to have confidence and self-esteem. We want to save these people that humiliation. It is a horrible feeling and it really lowers your self-esteem.

So Donald Trump wrote this world's best building principle in buy low and sell low. We want to buy low and sell low. If we did not get a property at 50% discount, let us say, we have \$400,000.00 property, we can pick it up for 150 because these people are going to lose it. Can we sell that property a little lower than what its worth and still make a nice profit? Yes. Do not be greedy. As buy low and sell low. We can buy low and sell high until the day we die. We want to buy low and sell low right now.

Guys I will show you how to get into that of your properties within 30 to 60 days. Right now I am not holding anything beyond 60 days because we can buy low, give somebody else a good deal, sell low and we can move these properties and make our cash.

Here is strategy number 2, evaluate and know your exit strategy. Here is why, let me test your knowledge, I am training you already. When do we make money in real estate, when we buy or sell? Buy.

What is this? PPSF. This is for 10,000 bonus points. Who knows what stands for? That means price per square foot. This is Donald Trump's evaluation tool. Here is the formula, price of the home divided by the square footage, heat and air condition areas only. Let me explain this, here is an example. We got a \$200,000.00 purchase price; we are going to divide it by the 2000 square feet.

Now how do we know that property is 2000 square feet? We got a software program, you can pull all these properties up in every zip code, every country, every state cross country, I can show you how to find out the square footage of any home, residential or commercial within about 15 minutes. We are going to take the 2000 square feet, going back our formula—Donald Trump uses this for his hundreds and millions of dollar of real estate he buys. Within 15 minutes and you can determine if this is a property, we should work on or we should pass on.

We are going to take 2000 number and divide it into this number that means if we can buy this property for this right here that is a \$100.00 per square foot that we are going to pay for that property. Does everybody understand this so far?

Here is an example. We had somebody come through Trump U not too long ago, they actually want to help, and this person was in her older senior years. They were looking for second home in Florida to retire to. They are golf junkie and they wanted to find something in a golf community. They called a realtor looking for properties over the internet like we taught them and they actually went down to Florida, found a house like this. Five doors down from here and here is what they found out. A recent sale five doors away sold for 180,000 bucks.

00:25:31

He went outside real quick. He did exactly what we told him to do, pulled up the property, found out it was 1,600 square feet. So we are going to take this number, divide into this number and we came up with a \$112.50 per square foot. So that house selling for 180 and it was worth \$112.50 per square foot.

Now, the prospective property, what happen was this. When they were done looking at that property, they backed up the car, they were going to look at couple of other properties. They stopped right here because this gentleman said "do you see the for sale sign." So he knew what to look for. He stopped, they got to the car, he grabbed the sign, it was a FSBO.

Now, there are two different types of for-sale-by-owners, we got the greedy and the needy. The greedy people are selling their homes on their own because they do not want to pay a realtor commission. They do not like realtors. Realtors cannot sell my house competently. I am going to keep all the money. We do not want to talk to them because they are not going to be as motivated. We want to talk to the needy people. These are the people who need to sell their homes because they are going into a foreclosure, they got title problem, leans judgment, and divorce sell. So we want to talk to the needy for-sale-by-owners. They do not have any money that is why they are selling and they have not listed with the realtor.

Guys, if I went out here right now with you and we got on a bus, we can go and find a home for-sale-by-owner signs. We would write down the names and numbers. We would come back in here and we would do live calls. I would make four offers in every single for-sale-by-owner house out there. Out of a 100 of those, do you think we put a couple of deals together? Yes sure. I actually would probably do about 10. My success rate is 10% of all the for-sale-by-owners

out there. As long I can make my minimum, which is 25 grand, let us call it single. Guys we got a deal.

So let me show you what happen. He called up the couple, they were home. They were going through a divorce. A lot of people go through divorces. Think deeper, why is not the money there for that couple, why is not the time there. Let me ask you a question, when people got together and they told together each that I do, did they not have passion for each other? Did they not love each? And now they are getting a divorce. You know why? They do not have any plans; they were never on the same page. That is why people get a divorce. So the first thing you need to do when you leave here is to get on the right plan.

He call them up, he said "Hey I have seen you are selling your house, is it still for sale?" They said "yes we are going through a divorce, we need to sell it today." You said, "all right, I just look at the property down the street can I come in?" They said "Sure". He went inside; he did exactly what we told him to do, took out his notepad, and took his pen.

Here is what he did for about 10 to 15 minutes in this house while the couple stood downstairs. He came back downstairs, did a walk through of the house. He said, "Well, here is what I just found out. All the bathrooms are going to be rehab. They are too small. We need it downstairs. We have to fix the kitchen. We got to paint the whole interior. The exterior needs to be cleaned up. We need a lot of washing. The pool in the back is not working. We also found out that the carpet needs to be replace. We need thicker padding.

All your moldings need to be—you guys get the idea. What is he doing? Finding everything wrong and every negative thing with that house. We will try to get the price where? Down. I will show you how to do this within 15 minutes. He did his list; he said "look you guys have about \$20,000.00 worth of stuff here that we are going to have to put into this property to even make it salable. Let me ask you a question, when do you need to sell?" They said, "Today, we are going through divorce."

I love divorce sales. Let me explain this. When people go through a divorce, they will sell that house for nothing so the other person does not get a dime. I have made 8 figures on divorce sales. I still do. I will teach how to do that as well. They said "okay fine". He said, "This house down the street sold for about 180,000 bucks, you guys are asking how much?" They said 180. He said how did you come

up with the number. They said, "Well the other house down there sold for 180. Ours is worth at least that much". So what he did is say "hold on give me a minute. He went and pulled up his laptop; found out that their house was 1902 square feet. That property was only 1,600. We got 302 more square feet.

00:30:15

So we are going to take this number, we are going to multiply it by what this house was worth when it sold 112.50. That gives us \$213,975.00. If we could buy that house for 180, do we have a potential profit? Yes but almost 42,000 and we even did not touch the house. He said, "Here is what I want to do, I already seen enough, would you be interested in selling this house for 172,000 today. I do not need to see anything else. I can go and get a contract from my car right now." They say "Can you give us 15 seconds?" You say, "Go take 15 minutes." They went around the corner, they came back around in about 5 seconds and said, "We would be comfortable with that". He said, "You just sold your house. Let me go and get my contract. Went out to the car, got his contract, one-page form." He did not take any money out of his pocket, put a right back on the market with the same realtors immediately. He did not touch the house. He gave himself 60-days to close. Here is what happened. He actually offered the 172 and they accepted it.

Let us run the numbers, because you make money when you buy. 172 divided by the 1,902 sq feet gives us \$90.43 per sq. ft. He knew he had an immediately equity of \$41,975.00 if he even did not touch. He held the property for a couple of months. Did some special advertising and marketing that I taught him and what happen was he used the one weekend for a golf treat with some of his buddies. They found the right buyer who wants to live in that golf community and that school district held it a few short months and sold it for 260,997 bucks.

Let me ask you guys a question, if I can teach you how to do one of these this year between now and the end of the year. It makes us 97 grand in one deal. How many can you pay off in one credit card bill? That is the power of foreclosure. That is power of dealing with the best in the world.

Here comes maximum offer worksheet. What we are going to do is show you how to run the numbers on every deal. It takes you 15 to 30 minutes. We are going to come up with a max offer right here on the bottom line. You are going to make an offer, if they do not accept

it we are going to pass. I can teach this to 10-year-old guy and he would be successful because he does not know any better, he will just follow everything I tell him to do and I can make this kid semi-retired by the age of 21.

I am going to show you how to take that Trump's Maximum Offer worksheet. We will just evaluate and we have the maximum offer. We do not go above and then you make money. Three things that happen with a piece of real estate, residential or commercial, number 1, we make money on it. Number 2, lose money on it. Number 3, break even. We do not want two or three, we just want to make money and when you know how to properly do your analysis and you run the numbers. Guys you have an extra strategy, we are going to make money every single time.

Now, we could have kept that property, we could have rented it out and made some positive cash for every single month, we could have offered somebody to lease or purchase option, owner-seller financing, create multiple streams of income. Guys I can show you how to make three different stream of income of every single property you buy.

Any landlords in the room like me. And you hear sometimes about the nightmare stories about not getting the rent on—toilet has been clogged up, night phone calls in the middle of night with the pipes being clogged. Guys I never have any problems with my properties. I always get my rent on time but if you do have landlord headaches is because you listen to immature investors and you do not really learn how to do at the best way. Would you like me to show all of you how to always get your rent on time for the rest of your life?

We have the world's best lease agreement. There are 40 powerful paragraphs and these are coming from Mr. Trump, one paragraph is really powerful. This property normally rents for 2,300 a month however, every time the rent is received by the first of the month you may deduct 300 for net rent amount of 2,000 bucks. Do you think you will get your rent on time? Not only that, they will keep the place clean, they will pop money into it, they will upgrade the appliances, they will fix the floors, they will clean up the landscaping upfront because I am going to show never to have renters.

I am going to show you how to have lease auction owners, that way every single person who buys a property from you, you are going to lease it out to them. They are not going to pay rent and we actually going to give them the dream of home ownership. We are going to

help them clean up their credit and these people will do everything they can to keep the place clean.

00:35:39

Would you guys like a copy of the world's best lease agreement. I will give it to you. We are going to make money on properties but we are only going to work on a property if we are going to make a minimum of 25,000 bucks. Let me explain this stuff.

When I was a young kid, my coach taught me in baseball how to just hit singles. He did not teach me how to go for the homerun. He said, "Jim just get the bat out there, not the ball over the in field, get on first base because if you can do that every single time you will have a chance of getting home." Too many people try to go for the homeruns in life. That is why at 65 they are broke. I just want to hit singles throughout my real estate career of 19 years. Every time I hit a single it is 25 grand a month. Once in a while we are going to get a double. We need to get a double first then we are going to back to singles, then every once in a while we are going to get triple, then when we are not even looking it is going to fall in our lap once a year. We are going to hit a homerun. It could be a grand slam but a homerun.

This is a life lesson. Do not hit the homeruns, do not look for them, let us just hit singles and the homeruns will come at us when we are not even looking because it is people. If you take care of people, do not be greedy, just make 25 grand, and hit some singles, let us hit once a month then eventually we will get the doubles and triples in homeruns but we should not look for them because we are just training on singles.

If I can teach you how to get one single a month, work a couple of hours a week, bring 25 grand in for you and your family a month. Would lot of you consider ever quitting your jobs?

Without knowledge, investing is too risky. You got to train in foreclosure first because you can apply this to any kind of investing you will do for the rest of your life. Without training, you will overpay for properties, mistitled problems, buying in the wrong area. Right now, we want to buy in sea areas. Forty percent of the market out here in Atlanta, Georgia right now is renting.

If we can find properties in the sea areas, in the high rental areas and if we can get an amount of 20 to 50% below their market value,

can we buy low and sell low and give somebody else a good deal, get them out of paying rent throwing their money away. And if I can show you how to get people out here and all these rental markets right now, a proof of FHA mortgage, which is the easiest mortgage to get approval right now in the country. Get them into thousand bucks down, do you think we can make some money and we can sell some houses.

Everybody else out there is worrying about trying to go to the banks. Banks are not giving loans anymore right now. Realtors cannot help people getting the houses. The mortgage industry is upside down. It is ten times harder to get a loan right now, but if we can get people into our house and they just deal with us for a thousand and maybe \$2,000.00 down, they are going to buy our properties all day long. And this is how I move people in the properties. I do 4, 5, 6 of this a week and I get people in and out of these properties and sell within the 30 and 60-day period because I help people get out and get in of homes. We are just problems solver.

I am going to teach you how to become a problem solver. In real estate, if we saw problems we can get rich. Also, we do not want to pay too much for financing. Do not ever, ever to a bank and get a conventional loan again. I have not been into a conventional bank in over 13 years. Do not ever put your hard-earned money down, beg the bank for a loan, put it on your credit report for 20 or 30 years and hope and pray you can sell it.

You do not want to buy a piece of real estate that way again not even your own home. We want to do some creative financings, which I will teach you in a little bit but you do not want to overpay for properties. Fail to protect your investment, misrepairs and rehab cost, we would not misrepairs and rehab cost if we follow the Trump Max excel for worksheet because we make money when we buy. Have no extra strategy; do not improperly conduct a property analysis because they had to run the numbers.

00:40:14

This is the biggest thing guys, people put properties on their own name. You do not ever put properties in your own name. If you hold title to a house right now, if you are paying a promissory note back to a bank who hold your mortgage, if your property is in your own name, you are doing at the wrong way. Do not put anything in your own name. God forbids you come across an 8 year old out here

today in the wet road and he is on a bicycle and something happens, what if that family gets a good attorney, they are going to own your house, your checking, your savings, your money market, you bonds, you mutual fund, your 401k, your home equity line of credit, they are going to own everything. They are going to own you and your family. You are going to pay him every single dollar out of your paycheck for the rest of your life because you have stuff in your name.

I got nothing in my name. I got a lot of stuff; I look like loser on paper. I have nothing in my own name. You never want to take title to properties in your own name. We will teach you the right way, the Trump. Here is what happens to a student who came to a free preview just like this not too long ago. They had a serious problem. They brought in this deal, they were sitting right here, when we were done they registered for the three-day training but he said before I get there you guys need to help me out. We said fine what is going on. He said I found this house right here. Here is what it looks like inside. Have you guys ever seen houses like this. These are called ugly houses and a lot of people drive by these houses like this and they nag their partner next to them in the car and they say look at that place, I wonder who lives there and they keep on driving by. I love these kinds of houses. These are goldmine. There are lots of money that can be made with these houses. Let us find out what happen. He had this problem. He said, "I got this house. A realtor called me. I said I could buy it right now for 11,000 bucks. It needs \$5,000.00 of repairs and it was two bedrooms and one bath. So he got all emotional with the deal.

What is the first rule of real estate? Never pay retail. What is the second rule of real estate? Do not get married to the deal. So here we go. He got married to the deal. He got all emotional. The third rule of real estate, never get emotional, it is all numbers game.

Let us go back, two beds, one bath. I think the realtor thought that this was a bedroom over here because we have a mattress looking thing. She also saw something that looks like a mattress and she probably thought the trim was in here somewhere in the kitchen. I do not see one. But she said it was two bedroom, one bath. This went out just to be just three little room house. She paid 11 grand and needs \$5,000.00 for repairs and he found out after he paid for it that it has zero bedrooms. Here is what happened. She said, "I found out that this needed \$25,000.00 in repairs. The place was stinking mess and I need two sets of appliances." Why do you think? She put in appliances when they went to clean up, they went to home depot, and left the front door unlock. Then somebody in the area

was looking. This was a rental area and somebody came in and took the appliances. So now, they had to go get two sets of appliances. He ended putting \$36,000.00 into this property within a two-week period and she put it all in her credit card.

Do we have a problem? We got a problem. So let me ask you guys this question, if you are sitting here, you have this problem, how much of investment would it be worth to you to cure this problem? How much would you put up to get out of this deal, get your 36,000 back and make \$60,000.00 on this property. What would that be worth to you? Would it be worth \$10,000.00 of an investment to get out of this, get your 36 back and net 50? How about 5 grand, how about 1,500 bucks. This is what we told her to do, "we are going to get you out of this problem. We are going to ask for \$2,000.00 down payment. You are going to make some flyers. You are going to spread them around this area. This is not going to cost you a dime in advertising or marketing. This is a rental area, sea area. Here is what your flyer is going to say, "Lease to buy owner motivated, no banks, no credit checks, no qualify. Sop throwing away your money rent, stop making your landlord rich, call today." Do you think I will get some phone calls? Sure, 40% of the market right now who is renting is going to pull that ad. I run this all the time.

00:45:05

So we told her to run that flyer all over the neighborhood. We are going to ask for 2 grand down. We are going to do what is called a rasp mortgage. This mean we are going to do it with no money. We are also going to ask 350 bucks a month lease option payment every month with an option to buy the property at any time during that lease that will cover the taxes and insurance. When we run the numbers, this thing will be paid off in ten years. If she did exactly what we told her to do. But we also said you can put a write on the market; sell it but let us do it this way. Let us see if this would work out.

She called us about two weeks later; she said, "you are not going to understand something. I received many people who wanted to give me the \$2,000 down. I just negotiated with somebody to do \$800 a month times ten years that is going to be 12 months. They said they might be able to get the payment to buys this thing over the next couple of months but they were in to sign that lease option, the rap mortgage and I end up with \$96,000 I just held this thing for 10 years. I get the 36 grand back and I make 62,000 bucks. In fact all the contracts were already signed.

So let me ask you a question, if we can show you how to do again one little of this which is in a sea area and ugly house and make something like this over the next 12 months, how many of these would you need to do this year to consider quitting your jobs. One or two. That is the power of working with the best in the world. It is Trump University. We are the best. There is nobody better than us. I think you see that now.

Trump use success story. When I heard Mr. Trump was opening a company to train beginning investors as I result of the program. I bought an investment property and flip it in four months for \$95,000.00 profit, my second deal earned me 70 grand. That is a lot of money that would change every life in this room but I want you to look over here. Forget about the money, I want to see your smiles in two weeks, this is the kind of profits you can make and right now, we have more opportunities in the history of this country ever to buy these at 20, 40, 50. I may even find properties at 60 to 70% below fair market value. Those are called lay ups. I can get the money for those things on 100% financing. I can also get them for you.

Strategy number 3, understand the phases of foreclosure. It is like a clock. We got the pre, pre-foreclosure stage. We got the inevitable. The homeowners are going to miss that first payment. When they miss the first payment to the bank foreclosure, then we have the pre-foreclosure which means the bank is about to send out when they miss the next payment a demand letter. It is going to go on a list pence list. This is what we want to find that French for lawsuit. Every list pence list is public information. I can show you how to pull up those pence list right on your computer.

Then what happens is we get a complain, it goes unnoticed of default list and then we have a final judgment. If it does not sell at the option then it becomes an REO which is bank owned property. That is a real estate own property, now you have to negotiate with the bank.

If you are going to do bank on properties right now, we can make a fortune with those, but the banks right wants 85% of what the property is of worth. That is after repair value. I will show you about 10 to 14 different ways to find these properties and buy them before it ever gets to the banks because they are really good at negotiation.

Here is strategy number 4, how do we find these foreclosures. We want to find the pre-foreclosures right here. These are in the status

of where people are actually starting to miss those couple of payments. We want to start negotiating with the sellers. I am going to show how to look for FSBO properties and for rent signage.

Guys, I can go out and find a hundred for rent signage or ads, call people who are looking to rent their home. Duplex, triplex, multi unit apartment buildings, condos, I can make four offers on every single for rent sign out there and I can teach you how to do the same. So again today, out of 100 of these because I can get 10 of these that I can put together. What are we looking to make minimum on every single property? \$25,000.00, which is single.

I want to teach you how to do assignments. This is where we can assign a contract to someone else. We do not need any money, credit, or license or a loan and we make the piece at the middle. If you guys want to deal with the banks, they want 85% so you better know what you are doing. But I can show you how to make an offer on 99.99% of all bank-owned properties out there and you just have to run the numbers and make sure that we have a nice profit. We can make an offer in almost every single one of them.

00:50:20

Here is the thing guys, most people think that you can go to a bank and get the bank properties, you cannot. That is a myth, you have to do it with a license real estate broker. Any brokers in the room? Real estate agents? But you got to go through broker. Now the biggest thing I can teach you is how to do a short sale. Anybody hear about short sale?

Short sales are huge right now and we have more opportunities to do short sales then ever. Everybody can do this, you do not need a license, money or credit or a loan. Short sales an investing strategy to negotiate a loan that is in default with the lender and receive a discount for less than what is owed on the current mortgage. A short sale will enable the lender to write off the bad debt, avoid foreclosure and not have to take the property back.

Let me ask you a question. Are banks in the business have taken properties back? What business are they in? Lending what, money and making what on their money? Interest. They do not want these properties. They want to get the money working again and I learn how to do these short sales when I was 23 years old when interest rates were 15%. You guys have a great advantage right now. Interest rates are low. The banks do not want to take the property

back. If they have to that means, they cannot get the money back. They have to put on the market, they have to put insurance on it, and it is mess if it does the sell at the auction.

If banks cannot get back a \$100,000.00; for every \$100,000.00 they cannot collect on, they cannot borrow up to \$1 million for real estate loans, consumer loans, credit cards, loans, any kind of loan. So if the bank cannot collect \$100,000.00 per property they cannot borrow up to \$1 million and they might go out of business. Mortgage companies are folding up left and right because they cannot get their loans paid back. What we are going to do is we are going to teach you how to negotiate with the bank to actually get less than what is owed on the mortgage so somebody does not go into foreclosure because it is people first and we are going to be able to make a nice profit at the same time. Even if a property has no equity, we can still do a short sale. We can create our own equity.

Let me show you how this works. This is going to help the lender remain liquid so they can borrow more money to lend the consumers. If a bank cannot borrow money, they cannot make loans to you and they cannot stay in business. With short sales, you do not need down payments, you do not need any money, we are not having out credit check, we are not taking a loan out, and we are not even transferring title. Most of these properties we now work are in the upper scale neighborhoods like the bay areas where we have 4, 5, \$600,000 property and they cannot pay back that \$500,000 loan and we can do a short sale. This is one of the first strategies we can offer them and we can create our own instant equity. 90% of something is better than a 100% of a nothing, that is what the banks are telling us right now.

Banks are calling me on the weekend saying James we have approved your short sale, please just get this done. I want to show you guys how to sell your properties before you even have to buy them. See most people buy properties, they put the contract on them and they have to go find a buyer. You do not want to do real estate like that. We want to sell them before we have to go to contract and with the short sales, I am going to show you how to build the list of quality buyers first before we even negotiate with the bank.

We just did one of these not too long ago where he had a line of buyers—when we find these this short sales, I will teach you how to do that with some advertising and marketing. The total original payoff was 440; this family was going into foreclosure. They were about five months behind in their payments. We discounted the

short with the bank 270,000. They were about to go out of business a couple of month ago. Somebody just brought them out and now they are okay but they still are going to do a lot of business in short sales. The repairs were 5,000 bucks. We have our general contractor go in to freshen it up, clean it up a little bit, put some paint, clean up the landscaping and we actually resolve it and made 51,000 bucks. All these took about 42 days to do.

So let me tell you this guys, that is a called a double. If I can teach you how to do one of these between now and the end of the year, do one double while we are hitting once a month on singles. How many of you could absolutely now start considering never working for somebody else ever again. Good all 7 of you, what is going on with the rest of you. Short sales are great and how do you find them. We can drive around. We get the foreclosure list. We call people up to get the list pendance list and we can go to the county courthouse.

00:55:38

Guys I do all my advertising on the worldwide web. If you do not get on the internet, you are starting to go in reverse because everybody else is on the internet. Did you know over 84% of all motivated sellers and buyers are looking at sell and buy right now on the internet. Be honest, today is the day of honesty how many people were on the internet everyday. Some of you are lying dogs about other things. You guys are on the internet everyday. Why not have your business there.

I work a couple of hours a week. I do not even get out of my bathrobe and so I close a couple of deals every single week. I will teach you how to do the same. We are going to do everything on the worldwide web but if you do not want to do that I have an ad that I have been running for years, Wallstreet journal, USA Today, Atlanta Journal Constitution, New York Times, buys any property, any condition can pay—hold on let us stop right because I know a lot of you are saying James you are paying cash. We are not going to use our own money. Here is the deal; I am telling people that we could pay cash. It does not mean we would.

We want responses, we want the phone to ring and I can close within one week, stop foreclosure today, we solve problems. Folks, we got hundreds of phone calls coming off these ads nationwide. I run this all over the place because I buy real estate nationwide. I can show you how to get hundreds of phone calls coming in. You do not have

to go look for these people; they will just come to you, would you like to have my ads.

Have you guys ever seen these around Atlanta? They are all over the stinking place, are they not? And most people think “there is another investor trying to make money”. Guys, I make a fortune with these signs. They are all over Atlanta. This is how I find my buyers. 40% of the market right now. They do not want to be renting, they want to own a home. So I give my lease option. I get a nice downpayment and I give them two years to buy that property for me. And this how we can help people. Here are some ads on the internet. We will make an offer on home in 24 hours guaranteed. I do not care if they are currently going into foreclosure. They fill out a form, I find out how many beds, how many baths, how much they owe, who their bank is, how many payments are behind on and we make offer right there on the phone.

I can teach you how to make offers within minutes. You will not make any money in real estate until you make offers. Without making offers, you cannot make any money. We have to make offers. So later when we stop and I ask you guys to come and spend three days with us next weekend. Folks I am going to show how to go out and find leads and you are going to bring those leads in, and we are going to make offers all day long Saturday in class. I will see if I can do a deal for you because I do not want you to mess first one out.

“Well James that is exciting. You are killing me James.” Strategy number 5, prepare your credit rating. Guys this is huge. Your credit is going to give you the ability to borrow money to buy these houses because we do not want to use any of our own money. We want to use OPM. That is how we do real estate.

Next weekend we are going to show you how to get a copy of all three credit reports, increase your number of credit cards, raise your limits—let us stop right there. Some of you are going to say “Wait a second James, we are going to give our credit cards. We are going to raise our limits.” Let me ask you guys a question, if we have more credit cards which is more loans from banks of money we can borrow, which again is OPM by raising our limits on our credits cards and getting more credit for real estate investments, will that hurt or help our credit? It is going to raise our credit. I am also going to show you how to lower all your interest rates.

Did you know that the average person in this room right now with a credit card is paying 17.9% interest on their credit card money? You

are getting late fees. You are incurring all kinds of late fees and charges you do not even know about. I will show how to get those down to 1.9%. Would you like that? I do not take further answer. I will show you how to get on the phone with the banks, negotiate with these people, they need you, and you do not need them. Does everybody understand that? They need you. I am going to show you how to wave your fees.

00:60:04

Guys, two weeks ago in Washington DC, my whole class went outside. They had 90 minutes for lunch, they came back in, and we had all their interest rates down. I have had some people who are paying 29.9% interest rates on their credit cards; I got them down to 2.9%. I got other fees wave. One out of every 4 credit reports in this room have an error on your credit report and you do not even know it. Let us fix this stuff. Let us raise your score. I am going to show you how to dispute any late payments and pay your bills on time.

If I can show you how to get one single income every month that you and your family at 25 grand at pop, can you pay your bills on time. You better believe it and great credit is a real estate fortune. Payment history is 35%, total amount owed—here is what (inaudible) experience in equity. They look for consumer debt as oppose to investment debt. Consumer debt is good or bad? Bad. That stuff you buy that goes down in value. You got to learn this while you are ten. Investment tat is real estate. Things that go wear in value. So if we use our credit card money and a very intelligent way to buy and sell real estate, deposits, down payments and all that stuff, that is what they look at. You do not want anymore consumer debt.

By the way, do not ever go out there and buy something from now on unless you have the cash. Only use your credit money which is the bank's money to invest into real estate do not do it. I still get upset when I hear about people going out and buying a car and taking a loan for it. And when they drive it out the road it goes wear in value to over 30%.

Let us go do a couple of real estate deals, couple of pre-foreclosures, couple of short sales, let us find some good deal 2 or 3 and then let us go buy a car and pay cash. I want your license plate from now on to say paid for. Do not ever buy a car and put a loan on it again.

Strategy number 6, let us get the money for these deals. Repeat after me; find the deal the money will come and if we can find a deal at a

50% or below their market value that is called a lay up in basketball. I am getting you the money of 100% financing. It is not a problem. There are lots of ways to pay for deals. Conventional banks do not ever do it. Do not ever go to a bank conventionally and borrow money again. Do not take your hard-earned money and put it down and then having put that loan on your credit report for 20 to 30 years. That is the worst way to buy a real estate.

I am going to teach you how to get money from hard moneylenders. Has anybody heard of these people? Hard moneylenders are financial institutions but what they are willing to do is give you money and they are willing to charge you a higher interest rate. Your area around here, hard moneylenders, I got a list of them, they are going to charge you 15%. They are looking for three months interest-only payments but they will give you all the money.

Now, here is what they are looking for 65% LTV. What is 65% LTV? Loan to value. So at 65% loan to value, you bring us the deal. Guys these hard moneylenders are going to loan you the money. They will give you the construction cost, the rehab cost, you will get that in three draws, we will fix up the property, raise the value of the property and there we can cash out and make some money. So hard moneylenders are great because right now the market stinks and it is ten times harder to get a loan. If you go to a conventional bank, they are going to ask for 20 to 30% down. They are going to sink all your hard-earned money so forget that. Let us go to hard moneylenders with 50% loan to value, forget it.

Everybody say hi James. What is a private money investor? What is that? That is somebody who has a lot of cash and they are willing to lend you money. They are not worried about you or your credit. They do not care about you or your credit or your job, they are worried about the deal, the property and they will lend you the money 15 to 20%. I am going to show you how to get money from hard moneylenders and private money people and they are going to charge you 3 months interest-only payments. What I am going to do is I am going to show you how to fix up the property. They are going to give you the construction clause. We are going to add the 3 months of interest-only payments into the construction cost so we do not have to take it out from our pocket. And I will show you how to get a 100% financing on all your deals. All you have to do is bring this stuff with 65% loan to value.

Right now, within about three-month rates of those hotels, you got thousands of them right now, we just got to show you how to go out and pick them out.

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Now, you got a good private money person that can help you out, everybody say, "Hi James." I would love to have you bring me a deal. I cannot get you the money, because it is you first. I cannot get you the money, guys. So, maybe we can help you out with the first one, maybe we will do a joint venture, I do this all the time. Money is not a problem, when you find a good way deal.

Behind the deal, the money will come. Equity private money and hard money lenders that is what we are going to use. I got a database of the top 300 hard money lenders and private money people all across the nation. I have been borrowing money from these people for 19 years and I will show you how to do it, as well.

Also, equity funding, if you are sitting in my room right now, you do not have a home equity line of credit, you need to go and open one up. If you have a \$100,000.00 of more of equity in your house right now that is sitting there making you know money. I can show you how to take that equity. We can borrow up to 3 - 4 - 5 times the amount and use it as a leverage for real estate. We are not going to take out and spend it nilly willy like cash, we are going to use as leverage.

I have people who have come to these trainings, because they have a million dollars of equity in their home and the goal is how do we get ahead financially, where are we going to get the money? I could take a million of equity and I can show you to borrow up to \$3 million. Is that exciting? Oh come on, so if you are sitting here and you have equity, you are not making any money with it, let us use it to get rich in the foreclosure markets right now guys and if you are sitting here and you have a 401k or IRA, folks how long did you work and how hard did you work to put that money on your 401k? 200 - 300 - \$400,000, it is sitting there making 3% interest, that is horrendous.

Let me show you how to use that 401k, IRA money. Let us use as leverage to borrow up to ten times the amount of real estate without taking any money out of our pocket and guess what, we can show you how to do it with no fees or no charges. Is that exciting? Common guys, what else can I do up here? Tap dance for you, also we are going to use our credit card money, not for consumer debt

anymore, investment debt and that is okay. I love credit cards, guys. I got a ton of credit cards available unlimited amounts on them. You know why, because I use it for real estate. My wife's dog Coco has a credit card. Yes, I am not kidding, I will show a picture, when we are done.

Now, solid 15% return, here is how I generate all these private money people and hard money lenders. I can get the money anytime I want for any kind of real estate. I have been running ads like this, Wall street Journal, USA Today. I am going to teach you how to think what? Big, common guys, you have me, this is Donald Shrub, let us get in the money, people. Here is an ad back by real estate, real estate investors as many deals, seek private funding, joint ventures wanted. I send them a free report, I tell them about me, my company, how many properties I have. You guys are going to run the same ads and you are going to show all these people your listings and they are going to call you and they are going to fund your deals. Would you like to use my ads? No problem Bob, you got it, you are the one who asked.

All right, here is a live deal that we are working on right now, it is pretty much all done, but I want to show you guys, I got this in my laptop. Here is my laptop, I just (Inaudible) where is this located? In Georgia? How far is that from here? It is in our state, very good. So, here is a four-unit apartment building, right? Does it need some work? Not of it, right? Everybody say, "Goldmine." This is what I want you to bring me, I am kidding, do not laugh. This is going to make you a fortune, guys. This is a goldmine. Check it out, this is in a sea area, are you with me? Did you a couple of these away? Check it out, she spent three days with us, her name is Margarita, she sent me this property, here it is. Here are all my internet explore boxes, here is what happen. Here is the email, "James we can buy this property right now for \$59,900. The rehab on it is \$54,000. We just need \$114,000." Wow, I did the numbers that is 65% LTV that means I can get you the what? I can get you the money guys.

What happened was we got a property analysis, which is called an appraisal. Has anybody ever heard of this? Let us go back to hear. She has already done all these stuff. I already taught her how to do it all. She did everything lined up. She just needed the funding, okay? After this report was done, we found that the subject property right here. Here is one, two, three comps.

A compass a comparable property right in the area, just like this, we found out that this house was worth, how much, \$175,000.00 after

repair value, after we did all the work. Now, what do we have here? \$175,000.00 from a buyer, folks I am going to show you how to sell your properties, before you even have to buy them, before we even went to contract, we already have a buyer lined up. They were willing to pay a little bit more than this property was worth, because they own a couple of other places in the area and they knew that they could catch out in a year to in a market's turn. Are you with me so far?

We already had a buyer lined up. Here is our rehab, general contractor went over he sent us the excel spread sheet.

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We got \$53,000.00 in repairs, we are getting a 100% funding. We are going to have three draws of money, taken out to go repair the place up. What is going to happen is that they are going to make it look like this. Does this look different? That is another comp in the area. We are going to fix it up. It is going to look brand new. We got the contract signed, here is the form, you are going to fill out folks and you are going to send it to me. We are going to get you the money. Are you with me? Say yes, you have to fill out a little form, everything is signed everything is done. This was emailed to me, I am still working in my home office, in my underwear and what happened was we are going to make this, here is the deal. Purchase price is \$59,900.00, rehab cost - \$53,000.00, closing cost on the buy is going to be \$1,800.00. Here is what the private people, me we are going to make an interest only payments for three months. I am going to show you though, with other private money and hard money lenders.

I am going to show you how to wrap it up into the closing cost, you do not have to take any money out of your what? Pocket, we are going to put it on the rehab cost. A pay of \$175,000.00, we are selling for \$177,000.00. We already had a buyer lined up, tolls \$118.00 of cost. She is going to make \$58,000.00. I am not going take a dime of her profits, because it is you first.

People, I can help you get through your deals guys, so here is the best thing that you could walk out with here today. It is my information. I am here to help you, I can help you get the funds, as long as you find a good deal with how much LTV? 65%, that is what I am looking for, if it is a little higher, no problem. Lay up, I can get you all the money. I do not even need to see your personal financial statement or your credit. 50% below fair market value, no problem

guys, right? Now, how to sell these? We can use realtors, classified ads. I will show you how to do web ads. Whole sale to retails, there is a lot of different ways, but everybody look down here. See this thing that said charity gifting? Let me show you something that my mentor taught me many years ago.

I have a charity gifting program, but we actually people approved for an FHA mortgage right now, it is the easiest mortgage in the country to get approved for. I get people into my house for a thousand bucks down. What happens is that the charity gifting company charges me a fee. I will take it out from my profits and I will help people get into the homes. So, if they go look at 20 or 30 properties and they have to put 15 or 20 grand with Mr. Harris' company, which is your company from now on. What is going to happen, is we are going to show them how to get in for a thousand, maybe up to \$2,000.00 max. Do you think they are going to buy our properties, overall these others? This is how we get in and out of these properties within 30 to 90 days. We are not holding them. We are going to put people in, because we are going to what first? Sell them, before we have to what? Buy them. Is that a smart way to do real estate? Yes, absolutely okay.

Here are some ads on the internet. I will show you how to run this, as well. Guys, these are fully optimized to be searched on Yahoo, Google, MSN, this is where everybody is. They are going to buy and sell and they will fill out a form and they are just going to come to us, we send them over to the properties in the area they want to buy and they make us offers. This is how we can do deals within a couple of days. Did you guys ever heard, zero down real estate? Yes? Like there is no money, no credit stuff? Guys, when I was 19 years old, I had no money, I had no credit. I could not get a loan and my mentor taught me how to do some zero money stop. Let me show you how to do this, this is real, this is reality. We can do this on every single property out there. So, everybody gets a fresh piece of paper, this thing I am going to write on time, here we are.

You guys over here from Scott and Beverly over, you guys are going to be my sellers and from Carlin, over here. You guys are going to be my buyers. First thing I want you to write down is called assignments. Assignments – whole selling, using assignments. So, you guys are going to be my sellers. Let us say you are selling a property right now, for \$400,000.00, okay? And, I am going to call you up and you guys are selling it in your FSBO. What is a FSBO? We sell by owner. I got to call you up today. I am going to offer you \$300,000.00 on your property after I find out that you need to get

out on our \$285,000.00 mortgage. I am going to have you walk away with 10 15 grand, a couple of buck, but I am going to make you in an all-cash offer. I can close within 90 days and I am going to pay you \$300,000.00 with it for your property.

There are lots of reasons why people will take a lot less or what is owed on their property right now and a lot less of what is worth, because they might be going into what? Foreclosure, loss of job, health, illness, divorce, back taxes, dozens of reasons why. So, I am going to show you how to ask the right questions, I got a script, right here in this book, we are going to take you through weekend. We are going to role play. We are going to call people. You are going to learn how to do this. You are going to accept my \$300,000.00 offer, because in six weeks you are loosing your house for the Sheriff's sale. You are going to the court house, they are going to sell your property, you are going to loose everything. You will accept my offer. We are going to put a contract together. J. Harris Inc, because we never want to take properties in our own name, teach you them the right way. J. Harris Inc. and/or assigns, has anybody ever heard of this term? These are three magical words that will get you rich in real estate guys.

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J. Harris Inc. and/or signs, which means I could have sign that contract to anybody else I want to for a fee. I am going to give myself 60 days of close, because I do not want you to loose your house. So, I am going to give you \$300,000.00, you will have your money in 60 days, the next day an ad is going to go on the papers. It is going to say exactly this, "Owner-motivated. House worth \$400,000.00, we will sell today for \$325,000.00. Are we going to get some calls? The phones are going to ring off the hook, right? So, people are going to see that add and will say, "Go look at this guy, he is selling the house for \$325,000 that is worth for \$400,000.00." They are going to call you up. You are going to give them the address. They are going to go over and look at it. You are going to have a 100 or more people that will be go and look at that property one day, right? You are going to find somebody like Bob. He is interested in the house. He is renting right now. He is wasting his money on what? Rent and I am going to give you the opportunity to have a house \$75,000.00 below fair market value, when this market turns, probably worth \$550,000.00. Are you with me so far?

So, you are going to sign a contract with me for \$325,000.00. Both contracts are going to go my title company. They are going to do the

title work. They are going to set-up, which is called the double escrow closing within 30 days. You are going to come in with your \$325,000.00 cashiers check from the bank, Bob. And, at 9 o'clock in the morning, you are going to buy that house. You are saying, "Thanks James, you are a great guy." I got a great deal, because we are going to buy low and sell what? Low, very good, now you guys at 5 o'clock, you guys are my sellers, you are going to come in at 5 o'clock with my title company. You are going to get your, how much? \$300,000.00, what is left over in the middle? \$25,000.00, that goes to who? Well, it is going to go to you guys, but it is going to go in your international hit bank that right here guys. That is \$25,000.00, watch I have never took title to the home. That is called the whole selling by assignments.

Now, I want you to keep an open mind. This is creative unorthodox real estate. This is how I learned how to do real estate. We do not have to have titles for the house, to take money out of it, ladies and gentlemen. We have just to control it. Now, for those of you who are rolling your eyes, saying, "Yes, right James," all the skeptics. Let me show you how simple this is. Have you guys ever signed on a mortgage to buy a house? And, it said Bank of America and/or assigns when you bought your house? And, a couple of months later, you got a letter in the mail saying, "Hey, Wells Fargo now owns your mortgage. You are going to pay us every month." We were assigned your contract by Bank of America. Has anybody every heard of this? Bank assigns contracts all the time, they sell their loans. We can do the same thing with real estate guys. And, it is those three magical words, I will show you how to have in every single contract, so you can assign these properties and you do not need money, no credit, you do not need the license and you do not have to take out a loan. Is that exciting? Oh, common. That is called assignments.

Number two – jot this down, I am a no money down expert guys, write down lease options. We are going to take the same \$400,000.00 house. I am going to teach you my for rent method that means every for rent add, we see in the paper. Every sing we see out there, we are going to call these landlords, okay. You guys are going to be my sellers again, you are going to be my buyers. You guys are asking \$400,000.00 for your house. Phone call goes something like this, I will teach you how to do a 100 phone calls a week. It is like this, "Mr. Landlord, my name is James. I saw your add on the paper for rent. Would you be interested in selling your property rent to buy, instead of just renting it out? If I paid you a monthly payment every month, I paid you on the first of the month. I never called you,

no hassle to you. I paid you 6% to 9% interest on your money. You did not have to take you house and sell it and pay capital gains what? Taxes, I will just pay you every month. I will cover all the maintenance and repair cost. Would you be interested in leasing your property out with an option to buy for three years?" You know what 33% of the people say? "Yes, that sounds like a pretty good deal James. How does that work?" Well, here is what I will do.

I am going to send you over, which is called the lease option agreement memo. It is going to give me 90 days to close and I am going to out and find a lease option buyer. I am going to pay you exactly what you want, which is how much? \$400,000.00, I am not going to negotiate, I am not going to haggle. I am not a confrontational guy, I am going to give you exactly what you want. I am going to give you zero down, because I am giving you exactly what you are asking for. Are you guys with me so far? We are going the do it through your term. We are going to sign a purchase in sales contract, J Harris Inc. and/or assigns. We are going to sign also a residential lease agreement and the lease option agreement memo. I got all the contracts right here in guys. I am going to walk you through this.

Now, watch, zero down, \$400,000.00, I am going to pay you \$15,000.00 a month for three years with an option to buy. You guys are happy, I will never going to call you, covering all the maintenance repair cost, you guys are good. Now, I am going an ad in the paper the next day, something like this, it is going to say, "Lease with option to buy. Owner motivated, no banks, no qualifying, no credit checks, loan down, moving today." Do you think phone going to ring off the hook? 40% of the market that is renting right now, who is throwing their money away on rent, they are going to call, you guys should better be ready.

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You are going to have a hundred of phone calls. Now, you guys are going to be my buyers, I am going to send everybody to look at the property, again we are gong to have somebody respond. Like Sky here and his family. They are sick and tired of paying rent, right? Now, I am going to charge him 10% more than I am putting under contract with you. So, I put under contract for you all for how much? \$400,000.00, I am going to sell you this property for \$440,000.00. Here is why, I am going to give him the dream of being a home owner and a year or two from now, he can sell it. That house might be worth \$500,000.00 or more. Are you guys with me so far?

Now, you are going to charge it to \$2,000.00 a month in rent, but it is not rent, it is lease money. I am going to ask for 10% down, which is \$44,000.00, but hold on. It is who first?

People, I am not going to ask for that much money. I am going to ask you for 15 grand down, usually I can get 10 to 15, okay? Now, I am going to ask you for \$15,000.00 down to grand a month. I am going to give you two-year term. How long of a term do I have with you all? three years, I am going to give you a two-year term, I am going to help you clean up your credit. I am going to get you a loan down the road, because if fatal exercise are option to buy within two years, I have another what? Year, where I can bring in another lease option buyer, I will put on the market and sell it for cash or give them another year to go in there and clean up their credit and buy it. Everybody understand this so far? Okay, stay with me, keep an open mind.

So, there are the terms. You guys are going to sign all those contracts with me, so there are three profit centers. You got to follow me very carefully. I want you to write this down. So, you can get this. The first profit center is this I am going to make the money in the difference of the down payment between the buyer and the seller, which is how much? I give you guys, how much down? Zero down, Scott's family gave me how much down? \$15,000.00, we are going to make \$15,000.00 on a property that we do not even own. How many of you would like to make \$15,000.00 on a property that you do not even own? Raise your hands, all nine of you, very good.

Now, the second profit center is the monthly payment difference. I am paying you all, how much? Hello, are you guys with me? Common guys, I am teaching you how to make millions. I am paying how much? \$15,000.00 a month, jot this down. Scott's family is paying me how much? \$2,000.00, how much are we making in a month? \$500.00 and monthly positive cash flow, which goes in the International what? Hit Bank, you can do whatever you want with the money that is for two years. Are you with me so far? Now, the bigger difference is this, the third profit center on this deal is the back-end money. I bought it from you all for how much? \$400,000.00, did I give you exactly what you wanted? Yes, did not even hassle with you, did I? You guys are buying it for how much? But, I am going to take the \$15,000.00 of the deposit money, you take out off the \$440,000.00, so you only owe me \$425,000.00, is that fair? Oh common, I am helping these people and I am going to closing with them, both contracts are going to go to my title company, again.

You are going to bring in your \$425,000.00, you guys are done, you owned the home and you guys get your \$400.00. You sold your house, you can do whatever you want with it and I paid exactly what you want it and I am going to make that \$25,000.00 on the back-end. So, let us settle this up, listen to me very carefully guys. You can do the same in any home out there, as long as we get the price or terms.

We made the \$15,000.00 up front, we made \$500,000.00 a month for 24 months, until they exercise their option, \$500.00 time 24 is \$12,000.00 and then, we made that \$25,000.00 on the back-end, when we close. So, that is \$52, 000.00 on a house that we never took title to. Is that a smart way to do real estate? We did not use any money, no credit, I did not get a loan and we are \$52,000.00 richer. So, let us take a look at this, guys. Let me give you two scenarios. Let us say Scott's family could not exercise that option within two years. Couple of things we could do, so keep an open mind. Number one – I could just give him another year, because I have how long having term with you? Three years, so I get him another year to clean up his credit and buy that property from me, same price.

The other option is, are not the markets going to turn in another year too? Yes, so do you think their property is going to be worth \$525,000.00, \$550,000.00 one day? So, I can put it on the market and sell it for cash and make even more money. So, let us say I got in the contract with you for \$400,000.00. Now, in two or three years it is worth \$525,000.00, \$550,000.00. I am going to make over a hundred thousand dollars, which is not a single or double or a triple that is a home run. If you are still with me, say yes. So, guys there are a lot of different things we could do, so jot this down. Keep an open mind, jot this down. If the seller picks the price, we are going to pick the terms. So, in other words, if they say, "James, I want \$400,000.00, I am not going to take a dime less." I am going to say great. I will give you zero down, I want three years and I will pay you 6% to 9% on our money every month and monthly payment. So, you do not have to pay those capital gains taxes, because I say to them, "Hey, if I buy this house cash right now, which I could.

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What are you going to do with the cash? Well, I am going to put in the bank and put it in the CD and make 3%. I will say, "How about I pay you double or triple of what the bank is going to pay you?" And,

a lot of them will say what? "Yes, I would love that." And, if the seller picks the terms, we are going to pick the price. So, if they said, "No James, I want \$10,000.00 down, I want 380 and you know, you got to close in like 90 days." Well, what I am going to do is I am going to pick the terms, if they are picking the price. So, I am going to say that I am not going to pay you \$400,000.00, I will pay \$325,000.00. Make sense? Now watch, if they pick the price in the terms, we are going to put them in a 30-day file, jot that down. 30-day file, we are going to call them back, because in thirty days, they are attitude is going to change if they have to make another mortgage payment on that house. And, the phone calls is going to go something like this, when we follow-up, "Hi Mr. Landlord, this is James again from J Harris Inc. Is your house still for sale?" "Yes, it is still out there for sale. I just made another monthly payment on it." "Let me ask you a question, you were interested in that owner set of financing, lease option program about a month ago, would you consider it now?" "Well, yes I mean, I do not want to make another payment on this house." How does that work again? Do we just follow-up with people every thirty days, eventually you will have snowball effect and they will come down on their price. And, that is how we make a lot of money in real estate.

There are two ways I can show you how to do no money, no credit, no license, no loan real estate. I got 4 or 5 other ways. Is that exciting? You do not have to take title to a piece of real estate. You just have to control it. Let me give you the card sample then we are going to move on. We are almost done. Guys, how do you buy a car? You can either take out a loan and pay for it or you can do a leasing program. Has anybody ever heard of this? So, when you buy a car and let us say you lease it out for three years, let me ask you a question, do you hold title for the car? No, can you drive it? Can you wash it? Can you put a radio in it? Can you total it? Can you do anything you want to that car? How can you do that if you do not own title? Please write this down, this will make you rich. It is called equitable title, if we have equitable title to a piece of real estate, we can do whatever we want with it. We can make money, so you do not have to own real estate to make money on it. You just have to control it.

I think it is foolish, to go to a bank, put a down payment of 20%, which is by the way that is the minimum, you have to put down for conventional banks right now, 20%. I do not care if your credit score is perfect. Go to the bank, beg for a loan, put it on your credit report for 30 years and hope and pray you can sell the property. That is the worst way to buy real estate. Jot this down, you will not

buy real estate, when you get done with me and Mr. Chump, unless you make money that day you buy. I never buy real estate, unless I make money the day you buy it. And, we are going to sell our properties, before you have to buy and we are going to get paid when we close. Is everybody with me, please say yes. That is how you make money in real estate.

In Atlanta, Georgia guys look up here, I pulled these numbers up in my underwear this morning. Right in your area, we got over 5,000 pre-foreclosures, 3,400 foreclosures, 69,000 auctions and almost a hundred thousand REOs, which is what? Bank-owned properties. You are driving by these deals everyday, now we just got to make offers, if we make offers. We are going to make what? Money, we have to make offers, until you are making offers, you are not going to make money. Country wide is going to do a billion dollars in short-sales business. It is the perfect storm guys, we are seeing a foreclosure tsunami. If you do not get started in real estate today, you never will. This is it, you are not going to see more opportunistic time. So, strategy number 7 brings me to this, let us set your goals.

Let us get started with Trump University, okay? Here is my goals for you. Let us get out of debt, let us take the next 12 months, let us not work hard, let us work what? Smart and let us get out of debt. Let us pay off our credit card, let us pay off our cars, let us pay off our mortgages. Let us pay off our student loans and let us get out of debt. Let me ask you all this, if we could get you out of debt, between now and the end of the year. And, we pay off all of our loans, we just have that basic necessities of life, our basic bills, can we live quite cheaply? Hello? Guys, it takes the stress off. I do not know any other business, besides real estate in the financial markets, where we can get out debt in a very short amount of time and this is the time to do it guys. We have more opportunities to buy real estate at 20% to 50% of mobile of fair market value than ever. Let us hit a couple of singles, one double, one triple and let us set a home run every single year.

Let us stay completely out of debt. Does that sound a great idea? Absolutely, you are going to need a million dollars to retire guys, when you turn 65. So, I want you think about this, this just came out in the USA today, if you do not have a million dollars in the bank right now cash or on a plan to put a million dollars cash in the bank at 65.

00:90:00

Seriously, think about this guys and a lot of people think, “Oh we will find a million dollars in the bank at 65. I could stop working. I could retire and live comfortably.” Guys, I got news for you, no you cannot. A million dollars is not a lot of money anymore. If you have a million dollars in the bank, cash at 65 and you want to stop working and jus completely stop. And, just enjoy your money and live a twenty more years to 85, right? Let us say you wanted to do that. If you have a million dollars in the bank, that is \$50,000.00 a year of spending money, to live on. Now, I do not know about you, but I cannot live on 540 grand a year. I do not want to live on 50 grand a year, do you? So, if you do not have a million in the bank right now or when you turn 65, you are going to be in this category, right here. 45% of you is going to admit, depending on your relatives to pay your bills. 30% are dependent on charity, 23% of you is still going to be working.

Let me explain this in the right way. Me and my boys are going to McDonalds not too long ago, because they like those chicken McNuggets things and we are going through and this little voice came on the loud speaker and my 8-year old in the back said, “Hey, Dad that girls sounds like she is my class,” I said, “Yes, she sounds pretty young.” So, we pulled up to pay and this little hand came out to take our money that was kind of shaking like this and I grab her hand and I looked up in her face. I am telling you, this lady had to be 90 years old and I paid her the money, I said, “Keep the change,” and we pulled and Jake from the back of the truck, “Hey Dad, why was that old lady working at McDonalds,” I had to tell him the truth, I said, “Jake she needs the money, she is not working because she has nothing better else to do. She needs that check every month. And, I do know about you all, taking it the right way, when I am in my golden years, I do not want to be working under the golden arches, but think about that guys.

My mom just got her first social security check, God bless her soul. My mom went through a horrible life, when she was younger and it took me 17 years to get her off drugs. 17 years, my dad left, I never really knew the dude and I do not want to know the guy. Gave up on me and my family and I have been raising my brother and my sisters since 9 years old. And, my mom just got social security check couple of months ago and she calls me over and we are looking at it and it was like 916 bucks, right? From all of those years of working and we just smile and look at each other and put it in an envelop, send it to the church. Guys, you cannot depend on social security, it will no going to cover. In fact, by 2014 you know what they are

saying? There will be no more social security, so now is the time to get out of thing right?

Now, I want you to go home and write yourselves a million dollar check tonight, let me tell you why. No, you cannot cash it yet, but write it. let me tell you why, when I was 17 I left my family to get them out of that area and get mom off drugs and get her to Rehab and raise my brother and my sister and I went over to New York City, outside of Jersey, where I live. And, I wrote down a goal out of grease board, \$1 million. This is what me and my family deserve, I will not stop and I will not quit, until I have this money. I have never stop looking at that goal. It still hangs in my home office if you came up and looked at it. I will never take it down and I use to look at that every single night and I want you to go write that check tonight guys. I am going to put you on a five-year plan. Some of you will do it in a year, some of you might do it ten, I am telling you, you can do it in the next five years and the only reason you would not, it is just because you do not believe you are worth it that is it. And, I never stop looking at that goal that check that come to my bank account, many times over the years. I am not bragging, it is not an ego thing, I am way about it.

I am just telling you that you can do this. You can do this, are you still with me? Say yes. Go write that check tonight, we are going to put you on a five-year plan and I want to show you it is not that hard to have it come in. Let us break it down, guys that is a single, are you with me? Please say yes. I want you to get one of these coming in the month, now while hitting singles. We are going to hear everyone once in a while, have what? A fold in our lap, a double then, we are going to have a fall into lap every once in a while or what? A triple and when we are not looking, once every 12 months, not 20 times a year, once very 12 months. I want you to come across a home run and close it. Is that a home run? If we can get one of those common in a year, once single, one double, one triple and one of those, will that help all of you? Never, ever, ever ... have to worry about working for someone else for the rest of your life, yes or no? And, that will help your kids and that is what I want you to do. I want you to think what? Big, I challenge you to upgrade your thinking. Look at this guy, he went through a 3-day training, chump you mark a change important in my life, the classes at Trump University, taught every aspect to closing a deal, marketing your ideas and branding yourself. Hey, does Donald Trump knows how to brand himself? Oh common guys, I want to let you know something, jot this down. He owns this company, you can send him an email,

when you come in our Trump family, he owns this company. He did not sell his name to someone else.

00:95:00

He will know your name, when you come in to this University. And, this gave me the confidence necessary to achieve the great success that I now enjoy, after one year my company, now we are on \$7 million in real estate that is a lot of money. I want you to look at this mug. Look at this mug, look at that confidence. This will make you feel 10 ft. tall of your first deal. You will have the confidence, you will feel that nobody can stop you and then, you are in control of your destiny. Look at this lady, she was a nurse, she spent all three days with us, transform my life, now driving down the street, it is not the same that all the banned buildings and empty lots and I said, "Ma'am what can I do with that property? What can I turn that into?" Guys, you are going to leave here today, here is what is going to happen. You are going to drive out of this building. You are going to think about me and you are going to go, "Oh that was a property that is what Mr. Harris is talking about. Hey, there that was a sale by owner. Stop, get the number, write it down. There is for rent add, honey let us get that number right there."

You are going to start looking at these houses in a completely different way, because I am telling you right now, if you spend this time with me, I would show you how to make 4 offers, on every single house out there. Are we going to do all of them? How many do we need to do in a month? And, we just want to get that single coming in guys, so we can get out of debt, all right? I always made a fortune for foreclosures, you will too. The timing will be never be better than now. My recommendation is that you attend our 3-day training and enroll today. So, that brings me to this, guys. We are coming back here, not this weekend it is next weekend.

It is a Friday, Saturday, Sunday, there is a little investment and let me tell you why. Donald Trump does not need anymore money. He does not need your \$1,500.00. Does everybody understands that, please say yes. He does not it, he is doing this, so you assume personal responsibility for doing the work and going out and getting that back. You have to do the work, so you have to qualify for this. He is not looking for everyone. We are looking for a special select inner circle group and this group right here. To join me and all of these other people next week end and we are going to come back. And, me and my light power team, guess what? I am going to train your assets for three days with my power team come from Mr.

Trump. We are going to show you how to do this from A to Z. Does that sound okay to you? And, guess where I live? Right here, I live at Atlanta, I got a house up Lake Lanier and got a place down at Buckhead, so you are going to have an access to me, as well I know your community. I know Atlanta, Georgia like the back of my hand guys. That is pretty powerful stuff, are you with me, please say yes. I live here, so I am in your neck of the woods.

Now, here is what is going to happen, you guys are going to register for this in a couple of minutes, but let me just give you the dates. Here is what is going on, we are going to be back here, May 16th, May 17th, May 18th is at a hotel, another Marriot, it is right down the street. I need your full commitment from 9 to 6, 9 to 6 and 9 to 5, Friday, Saturday and Sunday. This is going to be three days, packed with intense information. I am going to be your shot in the shoulder you need. The only reason you will go out and not make money, it is because you did not show up that is it. We make money on every single deal. We actually get an accepted offer on, because there are only three things out with a piece of property. Either makes money or break even, we just want you to what? Make money and we know exactly how to do it, because you make money when you buy and we will show you how to make your offers, until you make offers you cannot make money. So, I need your commitment, let me explain this. Next Saturday, all the moms in the room, if you have kids that have to go to a birthday party or something like that, cancel it. You are going to be with me, you need to tell you family tonight, right on brother. If you are getting married next Sunday, cancel it, you are going to be with me. Tell your fiancée, this is more important.

These are three days that will have more of an impact on your finances than any past education or job you ever had. I do not have a college degree. I do not have a PhD or an MBA, never had the opportunity, do not need one and I can show you how to do this, if there is anybody else who can show you how to do it, guys. That is why Mr. Chump picked me. I had no money, no credit, no license, could not get a loan. I figured it out. I am sure you can too, but you to come and spend three days, which you have to put your money where your mouth is, you have to work to get an investment back, all right. So, I am looking for serious committed people and why Trump U? A lot of people say that, hey! Who is the richest guy in the world right now? Anybody know? Warren Buffett, he made his money in the stock market. So, here is a questions if you wanted to make money in the stock market and you had an opportunity to spend three-days with Mr. Warren Buffett, would you consider it? Probably,

right? How many people play golf? Raise your hand, any golfers? Okay, great we all play golf.

If you wanted to take ten full strokes off your golf game in one day and you have that day to spend it with Tiger Woods, would you possible consider it? okay, if you wanted to learn how to get a head financially with you and your family, you might want to spent it with who? Donald Trump and his people, because he hand-picked us, me my team, all the mentors, everybody with Trump U are hand-picked by Mr. Trump.

00:100:00

Hey guys, what are you going to leave here today? Four weeks go to some other Johnny, lunch bucket seminar no-name person and say, "Oh yes I will go make money with this person!" You do not want to do that that is foolish, this is Mr. Trump. He is a billionaire in real estate. Does everybody understand that? Please say 'yes.' And if you are going to do it, do it now.

Here is what we are going to do; Friday, we are going to go through a lot of things to find our buyers because we are going to sell the property and we are going to line up all the buyers first before we have to what? Buy it; we are going to sell it before we have to buy it. Does everybody understand that? Because you never want to buy a piece of real estate without having buyers first that is the worst way to do it that is why people get stuck.

You guys are going to go out and get the lease. When we are done registering, you are going to sit through my orientation today, I am going to show you four ways – you are going to turn off the TV today and tomorrow, you are going to lead the lease. Saturday, we are going to do live phone calls – I am going to call your lease, I am going to negotiate. If we can make an offer, we will right over the phone.

I am going to hand you back the contract, you are going to get everything done, you are going to follow up with me, we are going to close the deal and I am going to help you close your first deal. "Wow James that is exciting, Holly Schmackers!" Guys, is that exciting?

Audience: Yes!

James: I do not want you to mess the first one up. I am going to hold your hand I am going to walk you through the first one, plus I will help you get the financing – is that exciting? Please say yes.

Audience: Yes!

James: Absolutely. We are going to evaluate your deals through the next offer worksheet, why? We make money when we?

Audience: Buy.

James: Buy, perfect. Zero downhill. Assignments, wholesaling; we are going to do lease and purchase options; we are going to do own or sell financing subject to quick claim deeds. We are going to do breach loss. I am going to teach you all the ‘no money, no credit, no license loan deals’ and how to put them together.

Rehabbing properties – some of you like Jean Pierre here right? You might want to buy properties, take a little time, fix them up, put them in perfect condition, raise the value – you are about to say roof I knew you were. Raise the value of the property and make more money. That is where we can hit the what? Homeruns guys, after we make a 100 grand.

Financing and funding your deals again, find the deal then what will come? The money will come. Guys, I have the list of all the top hard money lenders and private money people in the country, you cannot find any other. I have been building this for 14 years, okay.

How to find pre-qualified buyers? That is easy. A plan to get started because if you follow my lead, if you follow everything I am going to take you through in this book right here, this is the bible, this is it right here. Guys, your first deal you will have done within 21 days, is that powerful? Absolutely! The art of thinking what; day and then buying nationwide I buy and sell property nationwide guys. From my house up at north or down the bucket, I have never even have to work.

I told I work in my underwear couple of hours a week, that is it and I will show you how to do the same thing. Then you are going to have a one-on-one mentor. One of Trump’s certified mentors is going to sit down with you on Sunday; they are going to put you on the right plan. They are going to see what you have. We are going to utilize what you have to get rich in real estate.

Some of you do not have a lot right now. That is okay, do not worry about it. We are going to teach you the zero down stuff. You do not have to have money and you do not have to take title to a piece of real estate to make money on it – you just have to control it. Is that crystal clear? And, I can teach you how to do that as well.

Okay, now today's bonuses and then we are going to be done. Listen up. You are going to bring your second person for what? Make sure they are committed. Do not bring your husband or your wife or your boyfriend or girlfriend or partner, and they show up on Friday and they are not there on Saturday, alright? I want you to be committed for three full days. You guys are going to do this together, so make sure you are committed, okay? But you can bring that second person, no charge.

Real estate goldmine audio course, Denise is going to explain that to you in a little bit when we are done and you guys will get that sent to you. It is a home study course, a box that we showed up. But you guys are going to get that, you have another day or so and you go through that. Comes maximum offer worksheet, you are going to be handed that, we are going to go through it.

Copy of the world's best lease agreement, I am going to show you how to always get your rent on time and it has 39 other more powerful paragraphs in there. Training orientations starts today when we are done. I am going to sit down with you and show you how to go out here and find your first deal, four different ways. And, maybe we can work on it before you even get there.

You can order the training for 12 months – that means you can come back as many times as you want for a year, take the three-day advance foreclosure training as many times as you want, any city and state. And, then you are going to have a one year support as a Trump Premium member – that is all this gobbly goop here.

You are going to get adviser, you get a continuing education, teleseminars, webinars, you get to hang online with millionaires like me at an investor club, is that pretty cool? Oh come on! And, I am right here in your area. You can chat with me. I can help you out with your stuff. And, all the contracts and forms are included.

Guys, if you were to go to a real estate attorney today and say, "Hey, I need to get all the contracts and forms by purchase and sales contracts, lease option contracts, purchase contracts; all of my addendums, special stipulations, my rescission of contracts; all of

your stuff he will charge you 10,000 to 12,000 bucks minimum. You do not have to do that. Mr. Trump is going to throw all the contracts and forms, it is all included, okay?

00:105:02

Also, your special bonuses, your jumpstart guide, we are going to go through this in your orientation, and you have a little homework. And, here is why most people enroll – they want to get out of debt. They do not want to work from home. They want to be their own boss.

A lot of you, and I congratulate the older people in the crowd, you guys are out here. You still want to be busy. You want to put more money in your bank account. And, that retirement is going to come up. And, I tell you, listen to me very carefully, if you do not have a million dollars in the bank cash at 65, you are going to have to continue to work, okay?

But most people do this because they are sick and tired. Let me tell you what they are sick and tired of. They are sick and tired of working for someone else. They are sick and tired of watching other people get rich. They are sick and tired of driving by homes like this and say, “Man, who lives there? Holly Schmackers! I like to have a home like that! Man, I wonder what those people do.”

What do you think a lot of them do? Real estate. They all get sick and tired of not taking vacations like this. I and my wife will do a couple of singles, just a couple of singles and then we go away to an island. Every year we go to Fiji. We take my boys here. We go to the same place, same island, same beach and we have fun.

Also a lot of people are sick and tired, there is my little guy Max. They are sick and tired of not going out and having the car of their dreams or buying the things they want. Guys do not ever get a loan on a car, let us pay cash. I want your license plates to say what, ‘paid for’. Okay do not ever do it.

I told you I work in my robe, there it is. I work in my robe couple of hours a week. Folks, full time as a real estate investor for you; is going to be about six to eight or ten hours a week that is it – that is if you are busy. All of you who want to continue to keep your job – that is just a great part time income. You do not need a lot of time. But the reason most people do this is why I do it – that is Jake and that is Max.

Let me explain something, when I was 19 years old I was living on the streets of New York, I was living in the subways, I was paying and handling money for food. Now, I used to pay and handle up to 500 bucks a day sometimes. I got one 'wow', is that pretty good? No folks, is that great? But I used to do things for people, you know what I mean? And, I got really good at that and then that person came along and he said, "James let me show you real estate, let me get you off the streets."

And, I finally got my family ahead. I have been supporting my family since age of nine. Do not tell me you are not going to do this. But I do not want you to do it for you; I want you to do it for them. I never thought I was going to have a beautiful wife, I never thought worthy of it. I never thought I was going to have two beautiful boys like that. And, these two little guys are set for life. They never have to worry about money ever again. They are both seven figured; there were seven figures in real estate. And, I am going to make them work for it; they are going to work for it.

But the thing is this to work for your family. If you have children, if you have grandchildren, I do not want you to be greedy. Do not dare do it for yourself do not be selfish. Let us do it for our kids so they do not have to worry about the crap that we had to go through. Does everybody understand that? It is a big deal.

Alright, here is your guarantee and then we are done. Register for the foreclosure we treat today, at the end of the first day, Friday if you are not happy, you may simply withdraw and receive your full tuition refund, no questions asked.

When we explain this to you guys, understand this. Give yourselves a shot, give yourselves a chance. Come and spend the first day with me and my power team. I am going to introduce some of them right now. If you come that first day Friday, sit through the whole day, if you do not think I can show you how to go out and do this, the Donald Trump way and you are not happy, I will personally thank you by the hand, I will escort you on the back and Denise will give you all your money back.

Donald Trump does not need your 1,500 bucks, are you with me please say 'yes.'

Audience: Yes!

James: He wants you to be successful. He is giving you every reason to go out and give this a shot. And, he has that guarantee, it is in writing. Is that fair?

Audience: Yes!

James: That is absolutely fair. Two reasons why you will not do this: number one, you do not have the 1495. If you do not have it, you need to be at our training. Number two, you are just not going to do real estate. You just decided, "Real estate is not for me. I do not want to do it. I am not going to get rich in real estate." Those are the only two reasons. And, I tell you this guarantee is pretty fair. That gives every single one of you a reason to come and spend that first day.

Now, here is what I want you to do, there are three groups of people: people who makes things happen; people who wait for things to happen; and people who say, "What the heck happened?" Which group are you all in? Come on guys, what group are you in? You want to make it happen? Good. We are going to that right now. There has never been a more profitable time in the history of real estate. Timing is everything, if you snooze, you loose.

Let me leave you with this – there are more opportunities right now. To buy real estate at a 20, 40, 50 even more percent below fair market value than ever, we have never seen it. This market is going to turn by next year. Are you with me? Say 'yes.'

00:110:00

Audience: Yes!

James: I am telling you, if you line yourself up with the best in the world over the next 12 months, you never have to worry about money again. This is the time to do it. So let me introduce you to the team. Everybody, turn around real quick, everybody say hi to Denise; everybody say hi Michael, and say hi Scott, you met them earlier.

We are going to take a break in about 30 seconds I am done and I am going to have you sit in those chairs. You are going to go enroll, keep you guarantee. You are going to get bunch of stuff in a bag. When you are done you are going to come back up here, do not leave. I have to take you through my orientation. Conduct your dirty party, I have to get to it, we are just on time but we are going to get out of here in about 15 minutes or so.

I am going to show you how to go out and find four different ways to find this lease. We are going to bring this lease back into the training on Saturday and I am going to see if I can close a deal for you and then I will give you my email, my information. I want to keep in touch with you between now and the training so I can maybe help get you through that first when you get started

So when you are done doing that, they are going to answer all your questions about the training, get you registered. Come back up here, okay? I will stand in the back, I will be back here, I will answer all your questions and we will all walk out of here after the orientation as a group and as a team. Sounds good?

On behalf of Mr. Trump, on behalf of Denise and Michael and Scott and myself – let me just explain something, Saturday afternoon there are other things we could be doing they are just coming from my heart, you guys were a pretty good group. Somebody laugh at my jokes, you guys were a gift to me. I want you to know that. There is no other place over the past two hours I would have rather have been in sharing my goals and dreams and your goals and dreams in real estate because I know you can do this. You just have to believe.

So on behalf of Mr. Trump and my team in the back, you guys were good. Give yourselves a good round of applause.

(Applause)

Okay, here is what we are going to do very quickly, listen. I got you two options: option number one, go back to whatever you are doing if that is going to get you to where you need to be. Option number two, go register and then I need you back up here on the front row to go through the orientation. We are going to do that right now and then I will see you back up here in five or ten minutes.

Any questions come and talk to me. I think you all see I am not shy. Come up and talk to me, I can help you. Go see them and register and then come back up here, okay? Any questions come and ask me, I will answer all the questions.

Scott: Right now you are buying things; you are buying with the corporation you set up, what would you recommend?

James: You want to do a company, LLC sub S Corp sub C Corp, and then what we have to do is we have to encumber all these stuff in a living trust. Scott, you do not want anything in your own name, nothing.

Scott: Yes. That is what I have been talking (voice overlapped) it is like the house (inaudible).

James: Everything out of your name, I will show you how to do that. And, all these new deals we are going to be doing. You want to put into a company – I am not an interim, I am a CPA, I can lead you in the right direction. But all these deals you are not going to put anything under your name, do not ever do it again, okay? Glad to have you, go register.

Alright guys go sit down and register. Get that done within five minutes. Get your bags full of stuff and then come back up here, okay? Question? I am listening, go ahead.

Male 1: If you do not have any knowledge, experience or (voice overlapped).

James: There are seven, listen to me. There are seven steps in my short sale package I have it right in here. Go register and I will sit down with you and I will show you how to put your short sale package together. I get 90% of my short sales approved.

Male 1: (Inaudible)

James: Go register I will sit down with you right now.

Male 1: Yes?

James: I do not BS anybody. Go register, make the commitment, when we are done I will sit down with you and I will get your short sale approved. If the numbers work, okay?

Male 1: (inaudible)

James: We have to look at it, but I need you to register. My contract with Mr. Trump is I cannot do any real estate; I will let you in the family. Put it on your credit card. Is it a good deal?

Male 1: I think so, yes. (Inaudible)

James: Okay, good. If we look at and your numbers work, we will make you an offer. Now, here is my agreement with you, you are going to make all the money I will not take a dime. I am the first one.

Male 2: I was just wondering what I missed when I got here about 40 minutes ago?

James: Forty minutes late man? What are you doing?

Male 2: I traveled about 200 miles.

James: From where?

Male 2: Tennessee.

James: Oh man! You did not miss much. I mean I was showing you guys about foreclosures, pre-foreclosures, short sales. We have a three-day training coming up next weekend, May 16, 17, and 18 that is where I am going to teach you how to do all these stuff. There is a little investment, so if you want to go and do it you have to go register.

Male 2: I do not know if I can make it Friday though because I am still in high school.

James: You are still in high school? Take the day off, this is more important.

Male 2: I do not have any days off. It is a policy (voice overlapped).

00:115:02

James: I am telling you take the day off.

Male 2: Take the day off?

James: Yes. This is a billionaire and I work for him and I am going to show you how to buy and sell real estate. How old are you?

Male 2: Eighteen.

James: You are 18 years old? When I was 19 I started this business. I barely graduated high school. I never went to college. I can show you how to do real estate. If you are going to go to school and go to college, which you should, do that. But learn real estate. Come and

spend three days with me. And, your one day is not going to kill you. I will never tell you to miss school, except for that Friday.

Male 2: Alright. When do we have to pay?

James: Right now.

Male 2: Right now (voice overlapped).

James: Yes. Alright, go talk to Denise or Scott, tell them your situation and then let us see what we can do. I would love to help you, man. You are only 17 years old. We have another one of this tomorrow at two o' clock, can you come to it? Then you can see the whole thing that is up to you. But if you want to attend the training it is 14.95, you need a credit card or a check or credit card check or some form of payment to spend the three days with me next weekend.

Go sit down over there in that chair, talk to Michael or Scott or Denise, and they will explain everything to you when they are done with them. And, then let us see if we can get you there. I will help you, okay?

Male 2: What time is it tomorrow?

James: Two o' clock.

Male 2: I can make it tomorrow.

James: Denise will give you all the information. Get it from Denise she will give it to you. It is tomorrow, Sunday it is at the Atlanta Center. I know you have driven far away though, so ask them how you need to do this now and let us see if you can get it done now, otherwise come here. Are you sure you do not need this? Are you sure? Well Denise will give it to you, tomorrow's event.

Female 1: I have a question, I am not being simple. I am just really curious. When we get there, are there a bunch of other classes (voice overlapped)

James: Yes.

Female 1: That like you need to be able to do the thing?

James: Yes. No.

Female 1: Actually I guess it is (voice overlapped)

James: It is really simple. Come and spend three days. You are going to get enough information to go out and do this. If you want to further your education with us, we have a mentoring program. I will spend three days with you. We will setup your business, setup the software; we will go look at properties, we will make offers and we will buy real estate. If you want to do that, you can. If you do not want to, you do not have to.

We do not persuade – I think you see we do not persuade anybody to do anything. We have other things; of course it is a university. Come and spend these three days, learn how to buy and lease properties. I am going to show you like nine different ways to go and buy real estates. Not just foreclosures that is this much. I am going to show you how to do divorce sales, tax lien sales, short sales.

I am going to teach you how to fund a ban and a bacon homes, commercial real estate; we are going to go through a lot of stuff. It is just running the numbers that is how we make the money. Ninety percent of marketing on a home is price. If we get a good deal and we price it right, we can sell it within a couple of months. Does that sound good? And, you want to get my email or my number, because I live right here.

Female 1: I used to live – (inaudible) between Northside and (inaudible)

James: Northside Hospital?

Female 1: No, Northside Drive (inaudible) that Greater Atlanta Park?

James: Maybe. I will have to look in a map. Okay, go register.

Female 2: I am a mess.

James: What is the matter? You look okay to me.

Female 2: Oh no I am a mess. I lost my husband in April of last year. I lost my job for ten years. Now my house is up for foreclosure. (Voice overlapped)

James: (Inaudible)

Female 2: One sixty six.

James: Are you behind a couple of tenants?

Female 2: Five.

James: When is your notice of default?

Female: July 3, they are going to put it up for sale.

James: Do you have any family members? Are you guys going to do this together?

Female 2: We already signed up and we went through one of these (voice overlapped).

James: You are going to get my email address, you are going to send me an email, let me see if I can get you out of it.

Female 2: Okay (voice overlapped)

James: Oh no. You are going to send me the info. One sixty six, what is it worth?

Female 2: Probably two.

James: Okay.

Female 2: We will call you at morning (inaudible).

James: Let me take a look at it. Let us take a look at it. What do you owe that bank?

Female 2: One sixty six.

James: No, how much do you owe the bank, six grand, seven grand, or eight grand?

Female 2: About seven.

James: About seven? Let me see what I can do for you.

Female 2: Thank you.

James: You are welcome.

Female 2: I am defeated right now.

James: You seem to be in good spirits.

Female 2: Well, thank you.

James: You are fine. I think you are going to be alright. You just have to look at the positive side of it that is all. Get my email and when we are in the group and I will take a look at it.

Female 2: We were so positive we want to move out (inaudible) we found a home for a million. Is that thinking big or what?

James: Well, is it worth two? If you can buy it for 1.4 million and it is worth two then I am interested in it. You know what I mean.

Female 2: It is three homes, it is a vineyard, and there is a horse property.

James: Let us see what we can do. Let us get out of this situation first.

Female 2: We will see you next week.

00:120:00

James: Hold on, stay here. You are not leaving. You have to stay for the soirée, you have to stay. Guys finish up, a couple of minutes and then we will take you through this. We are talking derby, countdown an hour and a half.

Female 3: Hi. I have paid 15, 16, 17 and 18, I will not be here.

James: Where are you going to be?

Female 3: I am going to be in the Bahamas.

James: Take me with you. Can I go?

Female 3: It is a retreat for business women. Now, I have a short sale that is pending. I am having a problem (inaudible) but the people who have the paper work are holding us up for 90 days, everything is in.

James: Who is holding you up?

Female 3: I guess the lender I should say (voice overlapped)

James: Have you been in touch with the lender?

Female 3: Yes. I called him (voice overlapped)

James: Did you submit the short sale package?

Female 3: Everything.

James: Had they called you back?

Female 3: No. I have to call them.

James: How long is it then?

Female 3: It has been like 10, 12 days now.

James: Ten, 12 days – you have heard nothing?

Female 3: Well we got the information it is going to take us 39 days.

James: No.

Female 3: That is what I said too.

James: You need to call him up. You need to find what is going on. I will help you with it. But the only thing I can help you with is if you are part of the family. You have to register for the training. Now, let me explain this to you, you are going to be in the Bahamas that is fine. When are you leaving?

Female 3: This Friday.

James: I am going to be doing this in Atlantic, the next weekend after that I am going to be doing it in Chicago, the next weekend after that I am doing it up in Jersey right upside of New York. We do them all the time.

Female 3: We will obviously come back to Atlanta (voice overlapped)

James: I understand that. My point is this; I can give you my information to help you with any real estate investment deals, if you register for this training and take it at another time. That is my contract with him. I cannot help anybody unless they are registered as a Trump Premium Member.

Now, with that said, registering for this get you a 12-month Trump Premium Membership. You get access to a client advisor, webinars conference calls, and the most important part is you have access to me. I can help you with this short sale. I cannot do anything unless you register. That is my contractual agreement.

Here is what this means – put it on a credit card; Denise is going to show you how to get in touch with Brad Schneider. Brad Schneider is going to give you a schedule of all of my three-day trainings over the next two months, if you are going to get to one. But since you are in my orientation, let me show you how to go find some deals now. I am going to give you my email, my cell phone. I will help you with some deals.

Female 3: (inaudible) this is my first short sale I am doing now.

James: How many other deals do you do a month? Are you buying and selling stuff?

Female 3: Yes.

James: Oh you are? Okay. But why are you here?

Female 3: Because I want to get Donald Trump name behind me. Because once you get his name behind you with your knowledge, you can go anywhere you can do anything – that I am very knowledgeable.

James: Yes that is what you need.

Female 3: So, what I need to do, is wait until you ask us to come back again?

James: I would not wait. Why would you wait?

Female 3: I have to be because I have other things. I have a lot going.

James: I have people come to this Atlantic training from San Francisco, Los Angeles, and Dallas...

Female 3: Well, this is not the only thing that I do for a living. That is why I am saying, the time is—

James: Okay. You let us know I would love to have you. But I can only hope you want to, if you are a Trump Premium Member, does that make sense? Even if you just do it now register, put on your credit card, you are done.

Female 3: I want to get your name because I can just email and then I can tell you that I am ready.

James: You are not going to email me. Go talk to Michael or Scott let them know when you are ready. Like I said, if you register now, I know you are going to make the investment now. It is only 14.95, if you are a successful investor that is nothing.

Female 3: The money is not the problem (voice overlapped) is my time.

James: I understand. But register now and get your stuff, sit through my orientation and then just pick another date, in that way I can deal with you. Do you understand? That is what I would do. That is my suggestion. Are you all set?

Female 4: Yes I am. I have a problem maybe you can solve this.

James: There are no problems, only solutions. What do you teach?

Female 4: High school, I teach Spanish and (inaudible).

00:132:28

Exhibit H25

Date: May 29-31, 2009
Event: Fast Track to Foreclosure
Event code: RTRFTF20090529A/Miami
Location: Miami, FL
Instructor: James Harris
Staff: Christy Duckett, Ryan Lotman, Cory Lignell, Michael Hinson

Final Sales Synopsis
Attended Training: 50
Sold: 7
Revenue Collected: \$ 106,235
Conversion: 14%
Revenue per attendee: \$ 2,124.70
Payments to collect: \$ 44,735
Pendings: 2(\$20,490)

See, he doesn't need the money. He doesn't need your money. It goes to the university. He wants your story. He wants your testimonial. He wants people to say, "Donald Trump is a nice guy. He actually taught me real estate."

Okay, so that's what he wants. He's going to leave it to his heirs, son Eric, Donald Trump, Jr., Yvanca and his new wife and his new little baby. The guy's still active. He's got a little baby and he's going to leave this to them. Oh yeah! So check it out, right!

We developed this mentoring program and as soon as we did that, everything saw proof that people were buying—real estate! They just followed us around and we just did it for them. So let me show you what we have. We've got some software, we've got more retreats, I've got mentors and I've got a multimillionaire, world-class mentor who I have all set up for you guys. Okay, one of my good friends and maybe, I don't know, we might have a surprise visit here, okay, but check it out!

The next—here's what I would do after this weekend because everybody's asking what do I do after this weekend? Well, we want to go out and make money. We've got start making offers and we've got to do those three things. What are the three things?

Yup! Okay, good! Well, one day, we're going to get some rhythm in this room. So we're going to find the deals and make the offers and we're going to close. Now, I'm going through finding the deals, I'm going to finish that after lunch and then we've got to go into some other things. Now watch!

So we want to eliminate that step, what do you do after this weekend? First thing I would do is I would set up these dates for this. We have a quick turn retreat that's coming up, so write this down! Now, the quick turn retreat is three days, just like this, Friday, Saturday, Sunday and then we show you how to do all the wholesaling, the retailing, the assignments, the lease options, the straight options, owner financing, subject to's, quick claim deeds, joint ventures, wrap around contracts, little to no money down real estate.

Now I went through one little strategy already on how to borrow money from a hard money lender, private money investor, take the interest payments, put it into the loan and not take a lot of money out of your pocket—that's a low, no money down strategy—to borrow the money.

Here, we don't take title to the property. So tomorrow morning, I'm going to go through my six figure option system. I'm show you how to buy real estate with little to no money. You've got to be here early. But here, it's three days of every strategy there is.

And there's only a bunch, guys. And then that's it, that's all there is. Everybody over the years—they've tried everything. They've been trying to do real estate with no money. It's very hard! That's not

Exhibit H26

Date: May 8-10, 2009
Event: Fast Track to Foreclosure
Event code: FTF20090508A
Location: San Francisco, CA /> Instructor: James Harris
Staff: Tiffany Brinkman, Ryan Lotman, Cory Lignell

Final Sales Synopsis
Attended Training: 53
Sold: 14
Revenue Collected: \$ 356,935
% of Revenue Collected: 96%
Conversion: 26%
Revenue per attendee: \$ 6,734.72
Payments to collect: \$ 13,995
Pendings: 2(\$44,990)

Participants: Higher.

James Harris: Higher. All you need is a system, that's what we are going to give you. Now, we are going to train you and educate you and motivate you and mentor you, so you do this right. There's a lot of different tools that we're going to offer you. These are the tools that the Trump people use, okay? Alright, so you got to understand that everything we do work. There's a why and the reason why we do everything. Okay, so here's how this works.

You guys got your folder there right? Open that up. You got a Gold Elite program there. This is what you're looking at. You got the three-day mentorship, you got the retreats; you got everything. There is the investment, okay? You guys got -- you got to get the major discount on everything because you're at my event. Now, here's how this works. Carrie Lucas, we're going to call him, we're going to get him on the phone. What he's going to do, is he's going to go over dates with you. Let me show you how this works so you understand because I don't anybody crying to me tomorrow night if you wait until the last minute. Because a lot of people do, and then Sunday evening they say, "Okay James, I'm in. I wanna do this," but I want May 20th, 21st and 22nd, I have no control over that guys. So, it's first come first serve.

So see this calendar right here? What you are going to do is you're going to get on the phone with Carrie. Now, I have two other mentors, I want to offer to you, as well. And, I'll cover that very briefly here, okay. You're going to look at this calendar right here. And you're going to say, "Okay, when am I available to do this?" What I want you to do is you want to go over two sets of dates—One, set dates that you really want. So, let's say you want May—what do we got today, what's today's date?

Participants: May 9.

James Harris: 9, tomorrow's what day?

Participants: Mother's day.

James Harris: Mother's day, yeah. I'll get here early. There might be a surprise for any mothers—from Mr. Trump. So, let's say you want—you got two weeks here, this week, this week, you got—you got to do you what? Everybody say homework?

Participants: Homework.

James Harris: So, let's say you want the 25th, 26th and 27th, I've nothing to do with that. You are going to call Mr. Carrie Lucas, he's going to go over that with you, okay? Alright, so he'll go over the dates

Exhibit H27

Los Angeles (February 23 -26, 2008)

Event Synopsis Overview

Date: Saturday, February 23, 2008

Event: Fast Track to Foreclosure: Free Orientation

Location: Los Angeles

Instructor: Jim Shead

Staff: Bart Fuller, Dave Stamper, Dan Pogue, Cory Lignell, Joe Esser and Jason Schauer

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Sheraton Inner Harbor

| | |
|------------------|-----|
| Attended: | 59 |
| Sold Full Price: | 9 |
| Close: | 15% |
| Be Backs: | 2 |

Be Backs:

- 1) Brenda Young- Collected CC info, charge 3/8
- 2) Salvador Sanchez- Collected CC info, call/charge 3/6

Because when people are willing to over pay for real estate, guess what I am willing to do as an investor. Sell it to them. When they are willing to discount the price that our banks [inaudible] today, guess what I am willing to do. Buy it. Today is a great to be investing in real estate as I will show you.

One of the things that we want to do is to invite you back to a three-day training that I will talk a little bit about today. Today, we are not only going to teach you how to invest. But how many of you are ready to have someone hold your hand and walk you through your first transaction? Raise your hand. There are a lot of people out there teaching real estate. One of the things that you are going to find out about Trump University is that we actually do what we are going to teach you. We are going to assign your mentor.

Donald Trump started Trump University for several reasons. One of the reasons is that he wanted to change the industry. He wanted to show that there was a place that you could go to learn about all types of real estates, not just foreclosure is one thing. But the other concept that we want to teach that Donald Trump knows and which he is great at is how to build a business that has multiple streams of income. How many of you would like to learn some of Donald Trump's techniques on how to invest on real estate. One of his first investments was Trump Towers. He purchased that property in foreclosure for 1 million. It is worth over 400 million right now. How many of you would like to buy one of those properties?

It would be real nice to tell you a little bit about myself. Again, my name is Jim Shead. I am from Atlanta, Georgia if you cannot tell by my accent. I am not from California. I have been investing most of my life. I bought my first property at the age of 19 when I bought my very first home. I consider that an investment. I retired from Corporate America at the age of 35 as a multi millionaire. I used to work for a company called Home Depot. How many of you have ever heard of Home Depot? I was very fortunate that I started with Home Depot when there were only 60 stores in Atlanta. I was one of those people that again was very fortunate that when the stock market was

Exhibit H28

Las Vegas (February 12-14, 2008)

Event Synopsis Overview

Date: Thursday, February 14, 2008

Event: Fast Track to Foreclosure: Free Orientation

Location: Las Vegas

Instructor: David Stamper

Staff: Suzanne Preston, Mike Burke, Ron Broussard, Hugh O'Donnell, Jim Shead, Jason Schauer

SEM_PFF-20080214b

Atrium Suites

Attended: 18

Sold Full Price: 1

Close: 5%

David Stumper:

How many of you believe I am from New York City? How about even in the South side of Brooklyn? Not even the South side of Brooklyn? How about way south, how about deep down south? Is that okay? How many here tonight are not going to raise your hand, no matter what I asked you? Good, we got a great motivated crowd. Hang in there for just a moment, for just a moment she was hanging in there and I lost you, I will be there. Okay, let us get started here. We will have a good time. Ground rules, on the cell phones, please cut them off, turn them down or vibrate, turn them to silent, must not interrupt anybody.

We know how it is, they keep getting off, I get to answer to it, you will never know what I am going to say to him. Also, the coins, when I go into audio or video recordings, because everything we have here is copy righted for top university. Also, it is your time to learn, write your questions down, hold till the end, I will answer them. I will answer a lot of them during the presentation and I will ask for some responses and I may ask you a few questions to give answers that are okay. Remember, Sheryl gave me permission to do that. Let us have a little fun here tonight, we are all here, we are going to learn a lot of things. We are going to learn how to change our future, right here tonight. Let us have a good time; while we do it, I am going to. So, I want you all too also. We are all here, because of this man right here, down the trump. We all know what is trump is about. He started to be an apprentice, about Miss Universe, pass Casinos. Anybody been in any of his real estates, in his buildings ever?

Female:

Casinos?

David:

Yes, he owns Casinos, Jersey City, yes he does. Atlantic City and Jersey and he own other Casinos and hotels around the world also. He got some properties over in Dubai in different things in that nature, all across the content of the world. He is the most famous for real estate that is how he got started, right? That is exactly how he got started. So, he is second generation real estate guest started

right there, that is the man who brought us here tonight. That is whom we are going to learn from, I say we all learned from, by adjusting your seats right here and that is where you are going to learn from, his techniques. Now, tonight here is what we are going to cover. We are going to cover his knowledge in foreclosures. We are going to start with the basics of foreclosure here this evening.

We are going to start with the mind-set of investing. How to help people in foreclosure, what is exactly is a foreclosure? The causes of foreclosure, foreclosure process, which is a little different in every state and we are going to show you how to handle that. The great foreclosure property, how to finance your property, is it important not only how to buy a property, but also how to have the financing forth, is that important for you Sir? You are darn right, it is important for everybody.

We all got it up, cannot close a deal if you cannot fund it, right? We are going to show you to find that property, how to fund that property, how to form that property. Is that a good thing? We are also going to show you how to sell a property. In a what kind of market? A borrower's market, not a seller's market, which is easy, anybody can do that, but in a borrower's market, which is what the market is across the country today, it is a different situation. We have to use different means of doing this, right?

Also, I am going to show you how to retire in five short years. How many of you in here are already retired? Now, how many of you want to retire? That is what I am talking about, are you telling me that Mr. Jones are retired and you are not? I hear you buddy, by the book, I want the first one, is that a good deal? Okay, I want to show you all how to retire in five short years, can be quicker if you hustle just a little bit. And, for those of you are already retired, how is like to add to your nesting? Is that a good thing?

Also, today I am going to give you a preview of Track three-day foreclosure training. How many of

Exhibit H29

Fast Track to Foreclosure Investing - Free Introductory Class
Tue Jan, 27, 2009 @ 06:30 PM
 Speaker: TBD Speaker
Region: Ft Lauderdale, FL
City: Fort Lauderdale
 Venue: Hilton Fort Lauderdale Airport
SEM_PFF-20090127b

Program Coordinator
Susan Morrison

Sales Coordinators
Christy Duckett
Chris Lombardo

TOTALS:

161 registrations = 100 primaries + 27 guests + 32 walkins + 0 audits
2 cancellations before event for a cancellation rate of 1%...breakdown:
2: OTHER

159 non-cancelled registrations
 66 attendees for show rate of 42%
4 buyers for a conversion rate of 6%, with 0 pending
 4 buyers retained for a
retention rate of 100%
\$5,980.00 live event sales (post returns) for \$90.61 per attendee
\$0.00 salesFloor/cart sales (post returns)

Okay now, one thing that you want to do, a couple of things, a couple of Trump nuggets here when you are looking at PMMs, seller held financing. Again, it stands for Purchase Money Mortgage. It is a meaningless term unless you are trying to pass a real estate test. I am telling you, it is seller held financing. A couple of Trump nuggets, you always want to write that mortgage. Your title company will do it per your instructions where it does not show a due-on-sale clause because you want to make that second mortgage that you are taking out with the seller held, assumable non-qualifying for your new retail buyer. So make sure there is no due-on-sale clause in that contract.

The second Trump nugget, if the seller for some reason is on the fence, they are not quite sure and you think it is a property that you can profit with—okay, let me say that—you can always push them over the edge by getting a life insurance policy on yourself naming the seller as the beneficiary for the amount of the mortgage. Pennies on the dollar. If I die, here is your—that type of thing, okay. Easy to do. So just a Trump—a couple little things to think about. Does all this make sense? We could spend the whole night going through the other four or five here if you want to, but I just want to give you these top three. Does that kind of give you some ideas how to do this without cash and credit?

Now, is this stuff going to work on every house? If you call ten houses, is this going to work on all ten? It might work on one if you are a beginner. It might work on three or four if you are seasoned to know the scripts and how to present it. But again, how many do you need? How many do you need? Yes, few here and there. Few here and there. Questions? Are we good?

00:35:00

Somehow I knew if I look back at you, the hand will go up. Go ahead.

How do you convince the seller to get—you use one of the many scripts that Donald Trump has written for us. It is available at the university. You find the right motivated seller to begin with, okay? Remember I talked about the right motivated seller? The house does not qualify for financing. You fix it up, older people, wiser people, widows, widowers, people with large equity, those kinds of people who cannot move their house in this market but want that monthly income and cash for themselves? All right, good.

Okay, oh my God. Financing, we are going to cover financing upside down with you with the three day training coming up in a couple of weeks. How you can use people within the Trump network to help you find the deals, fund the deals. We will turn

what they are looking for, send them out there and look at it and do an assignment or pick it up and flip it to them. Easy, easy, easy.

Determine the highest and best use. There may be single family houses in a part of the town that which you can use. Maybe you could a turn a single family house easily into a doctor's office, into an insurance office. Now, you have got commercial coming into your life. You got triple net leases. You have got appreciation and value beyond residential. So we will teach about those things. How to plan for early retirement, which is always nice, and you will have toll free in our line, support available to you, Monday through Friday business hours, East Coast time for support. Is that cool?

Okay, do not do this alone. The Trump system is always the same. It never varies. It never varies its turn key. And one warning here, for those of you who are beginners at this, this is contagious. When you do your first deal as a beginner and you look back and figure you spent maybe 10 to 12 hours in that deal and you picked up a \$15,000.00, or maybe \$30,000.00 or \$40,000.00 paycheck, you are going to be hooked. You are going to be hooked. I mean, I am just—how many of you in here would like a real easy plan to at least become a one millionaire, a one millionaire? Okay, all right, great.

Buy five properties now. Over the next few months, buy five properties worth \$300,000.00 right now. Based on your comps and right math, pick them up in some state of foreclosure for \$200,000.00. Write them out for a couple two or three years. In two or three years here in Fort Lauderdale, if that house is worth \$300,000.00 right now, you bought it for \$200,000.00, would it be worth another hundred? \$400,000.00. That is a \$200,000.00 profit on each house times five. There is your first million. Make sense?

At Trump University, we have three letters that stand for something pretty exciting we will get into. It is called DFL. DFL, which stands for Done For Life. This is where you have the choice of never having to work again if you do not want to. Those of you who choose to do this and do it the right way, you could be DFL with this if you do it full time in two or three years. Some of you one year, some of you one year. Do this part time, give yourself four or five years. It is a great place to be, DFL.

All right, good. Okay, foreclosures. Three years ago, the foreclosure market was very crowded and only savvy investors could get these things. They knew how to do the REOs, the short sales and negotiate pre-foreclosures. Now, there are so many of them out there, it is unbelievable! But the reasons that people are distressed sellers, whether they are in foreclosure or not have never changed. They never will

Exhibit H30

Fast Track to Foreclosure Investing - Free Introductory Class
Wed Apr, 8, 2009 @ 06:30 PM
Speaker: Scott Leitzell
Region: Oakland / East Bay, CA
City: Berkeley
Venue: Doubletree Hotel & Executive Meeting Center
SEM_PFF-20090408D
Program Coordinator
Christy Duckett

Sales Coordinators
Michael Hinson
Sean Lindsey

TOTALS:

94 registrations = 69 primaries + 17 guests + 7 walkins + 0 audits + 1 cancellations before event
for a cancellation rate of 1%...breakdown:

1: OTHER

93 non-cancelled registrations

26 attendees for show rate of 28%

4 buyers for a conversion rate of 15%, with 0 pending

4 buyers retained for a retention rate of 100%

\$5,980.00 live event sales (post returns) for \$230.00 per attendee

\$0.00 salesFloor/cart sales (post returns)

Buyer breakdown:

Fast Track to Foreclosure Investing:

1. William Chang (\$1,495.00)
2. Abhijit RS (\$1,495.00)
3. Dolores Centeno (\$1,495.00)
4. Tina Osinski (\$1,495.00)

Scott Leitzell: They need to. They do not want to rent. They need to because the mortgage industry has changed. Maybe for some other reason they just cannot get a loan on their own. We are going to help you with that. So, now over here, you are interested in the property, we have got to do the terms over here with the buyers. Senet, I agreed to buy your house for \$200,000.00, we always increase it 10%. Over here Camala, your purchase price is going to be \$220,000.00, so everybody write that down, \$220,000.00.

Now as you remember in the ad, it said there were no credit checks, no background checks, do you remember that? Do you remember that? Okay, I am just making sure. Now, there is a reason why I know your credit is not exactly perfect. If it were, you get the loan on your own. I need cash. Here is your down payment, that is going to be your qualify. I need \$10,000.00 down, that is going to be nonrefundable but we will take it off the backend price when we go to close. Now, does anybody ever heard the term real estate poor and cash rich? I will tell you what that is. There are people that have boatloads of money, they do not own a single piece of property. Those are the ones we are looking for.

Most of you have heard the opposite term, you are real estate rich and you are cash poor because in '03, '04 and '05, you took everything you worked your assets off and you invested it into real estate because you read in the paper that real estate will never go down. It will go up and up and up forever and ever and ever and the media told you that too. So you invested everything into a house.

Now here is the problem, the house has dropped in value. You cannot take any money out because the equity has dropped over 50% so there are tons of people unfortunately that are real estate rich, they do not have any money because the value of their homes have dropped. Now, if that is you, that is okay until tonight. We are not going to do it again. So, there is plenty of people that are the opposite. They do not have any real estate. They got a lot of cash. Those are the ones we are looking for. So \$10,000.00 down, nonrefundable. We are going to do a two-year term over here with Camala and all you buyers. Now, we need to compute your monthly payments, \$2000.00 a month. Now, class, do you want to know the three secrets to selling real estate right now?

00:35:10

David: Yes.

Scott Leitzell: Who said yes first? David you are the only one that can listen here again. Number one, you guys want to know?

Participants: Yes!

Scott Leitzell: All right, just making sure. Here we go. Number one, we have got to help you buyers, Camala and all you buyers, we got to help you clean up your credit. Three strategies we are going to show you in class how to increase your FICO score. If you do not know what that is, you are going to learn what it is. Second thing we have to do for you

buyers is get you approved for the easiest, most simplistic mortgage right now and that is called an FHA loan, so write that down. On October 1st of last year, George Bush, he increased the amount of money you can borrow, you can have a lower credit score and a higher debt income or share, that is a good thing, for primary residences only. Third thing we need to do, cover some or all of your closing costs. Where are we going to get that Scott? That is a great question if you could ask it. Over here with the lease option, never mind the assignment. Camala gave me \$10,000.00 down, that was non what?

Participants: Refundable.

Scott Leitzell: I can use that to cover some or all of your closing costs. Folks, you do these three things right now, you can sell a real estate. Are you with me, give me a big yes.

Participants: Yes!

Scott Leitzell: You got to believe, say I believe.

Participants: I believe!

Scott Leitzell: Folks, I was in Florida until January, my market was just like yours. You will have no problems selling real estate, you got to learn the right way. But, there is another reason—oh, by the way, did you notice over here, Camala and all you buyers, I did a two-year term with you, right?

Male 2: Yes.

Scott Leitzell: You are not even the buyer when you got that. Now, I gave you a two-year term, right?

Participants: Yes.

Scott Leitzell: Over here though, did I do a three-year term over here with Senet, did I not? There is a reason why we do that. You need to write this down. It is called coverage. You want to be covered just like an umbrella when it is raining, like yesterday when it was pouring. Because I am going to assume Camala, you have up to two years to exercise your option to buy this house. It can take you three months, six months, a year, a year and a half. I am going to assume it is going to take her all two years to claim it for credit and get an FH?

Participants: A.

Scott Leitzell: Everybody say A.

Participants: A.

Scott Leitzell: Loan. Now, here are the three scenarios that can occur if that does not happen within the two-year timeframe. Let us say it is two years,

bonuses, here is where your goals come in, so write this down. You got to go through the real estate, Real Estate Breakthrough '09, so write that down, RE Breakthrough '09. The first thing you need to do is listen to this two CDs. Now, you all agree with me, but let us make sure, has the market changed in the past six months?

Participants: Yes.

Scott Leitzell: Hello?

Participants: Yes!

Scott Leitzell: Yes! This is only three weeks old. We know what works in California. We know what does not work, you need to listen to this. Here is the most important part of this. We need to start setting some goals. So, you need to go through this. Folks, all millionaires set goals, you now need to upgrade your thinking and you need to think big. So, we want to know what are your goals in real estate, what do you want to do this year? What do you want to do in two years, do you want get in the commercial, do you want to own a street mall, do you want to own an apartment complex, what do you want to do personally? You want to pay for someone's education, you want to get a bigger house. Do you want to give back to a charity? We need to know this. That way, with your profile on Friday, when we sit down with you, we can tell exactly what you can do, what you cannot do, personalize the plan for you. We are also going to get Mr. Trump's maximum offer worksheet. You plug in the numbers. So, we will never overpay for a piece of property. Is that pretty exciting?

Participants: Yes.

Scott Leitzell: That is coming from—I call the big guy, Mr. Trump. Now, we are also going to get Mr. Trump's world's best lease agreement, so we are always going to get our rent on what?

Participants: Time.

Scott Leitzell: Everybody say time.

Participants: Time!

Scott Leitzell: Now, you can audit the training as many times as you want up to a year, no charge. So, you are going to come next weekend then in the future, if you want to go maybe to Vegas or Florida or you want t go up maybe to Northeast, go anywhere if you want to travel, go look at some properties, write that off as a business expense. Folks, that is how we continue to get richer, we are just smarter that is all. Now, is that completely fair?

01:20:06

Participants: Yes.

Scott Leitzell: Folks, these are the properties for 30 cents on the dollar. But guess what, they are starting to shrink because a smart investors are coming in, you can write the address down, but you do not know what you are doing. I always watch people do that as well. You got to be properly trained and how to do it. But we are going to provide that for you. It works in any city, any state, any zip code, anywhere, it updates live every single day. Now, you also get 12 months of support. We do not kick you out after three days and say, "Well, good luck." You get to audit in training for 12 months, no charge.

You are also going to get 1-800 hotlines. So, that means you can call the client advisers there at the Trump building you saw at the beginning 40 Wall Street on the 32nd floor during the day. You will also get weekly teleseminars and webinars. They are actually live, but we archive them. They are advanced strategies every Thursday, so if you cannot make it every Thursday, we archive them so you can watch them. Now, we also have on the online Millionaire Investors Club. That means you get to go online starting tonight. You get to chat and hang out with people like me, is that kind of cool?

Participants: Yes.

Scott Leitzell: Give me that freak of break.

Participants: [Laughter]

Scott Leitzell: Also, you got to get all the contracts and forms. Folks, here is your \$1495.00 back again. If you were to leave here tonight, you go visit an attorney who does real estate, say, "Look, I need all of the forms. I will never going to do." Also, I need them in every state. You have Cal (ph) forms out here, which are different in Arizona, they are different in Nevada, different in Florida. That attorney is going to say, "It is not a problem at all. You got to cut me a check for \$10,000.00 to \$12,000.00 and I will give all those forms to you." Folks, even if you are starting tonight, you can download them. They have all been approved by his attorneys.

Now, here is why most people and old folks, they say, "Scott, you are right. You struck the nerve right here with me." I agree with everything you said not only about the stock market, about the housing market. I remember the '87 crash. I know now it is a good time to invest in the market. I have made a promise to my family, I was going to make more money this year, it is the same New Year's resolution. Do it, you are already in April. I am going to provide them the life they deserve. You got to do it. I am sick and tired not living in a house like that.

Folks, I am a living proof, you can have anything you want. So, for the rest of your homework, I need you to do two things, write this down, number one, you need to pick out your dream home. I want to see your blueprint. If you do not have that, tell me what kind of door you want. You want that shower that does the 12 jets? You can have anything you want. You got to believe but you got to earn the right and what that means is you got to earn the right in real estate. Be properly trained and

Exhibit H31

Date: 3-20-09 thru 3-22-09

Event: Fast Track to Foreclosure Training

Event code: RTRFTF20090320A
 Location: St Louis, MO

Instructor: Steve Goff

Staff: Mike Hinson, Chris Lombardo and Susan Morrison

Final Sales Synopsis

Attended Training: 30

Sold: 3
 Revenue Collected: \$62,500

% of Revenue Collected: 83%

Conversion: 10%
 Revenue per attendee: \$2,083.33

Payments to collect: \$12,500

Pendings to collect: \$0

are going to help you to do. Number five is assignment of contract which we are going to help you to do. Number six, we are going to file the affidavit at the courthouse and show you how to do that. Number seven, we are going to show you how to find the buyers. Number eight, we are going to do the contract for the buyers. Number nine, if you need our help at closing, we are going to show you how to do that. And number ten, pick up the big fat check, we do not get a penny. You do that part. We will help you steps one to nine but step ten is yours. I cannot take the profit. It is a conflict of interest. If I help you make \$500,000.00 in a year, I cannot take one penny. Everybody understand this? I cannot take anything.

So, basically I can be your mentor, your partner and so could Chris. Chris is going to help me out here. We cannot take a penny, absolutely nothing. If you want to donate some money to churches, whatever, we cannot take a penny. That is what we are going to do. Now also involved in this Apprentice Program we have other executive retreats. Like I said, this is just the beginning of your education. It is not the end because most of you in here are beginners. And some of you in here have some experience, right? You are still continuing your education. The most successful students I have are the people that keep continuing their education, right? I cannot learn everything. I cannot teach you what I know like almost 300 deals I have done in three days. It is impossible. But you are going to learn—if you guys like what we talked about yesterday, the wholesale, lease option, owner finance, this quick turn retreat, that is all we do there. Probably a wholesale, lease option and owner finance. That is all we do.

00:15:06

And in this, you are actually going to get my book. I wrote it. All these materials are mine. This is the quick turn real estate profit book right here. I documented it. How to flip over 200 houses out of money credit and it is actually a workbook, it is not a PowerPoint that we got there. It is just like that, everything. Here is how to find them, everything in here step by step. And it actually got in here which is pretty cool. I just did wholesaling step by step. What I did is I took all my information. I brought them to my brother because my brother is very detail-oriented and we brought this down the third grade level so everybody can understand. So, the wholesale house, number one, drive three to four, load them in a class neighborhoods every week, write down all the addresses and phone numbers, house that are vacant, for sale by owner, for rent. And steps 16 is pick-up your check. Everything in here step by step and this is wholesaling, lease option, and owner finance. Everything is in this book. This retreat is taught by believe it or not my brother. It is taught by him. He is not right in my (Inaudible). Like I told you, he flipped 46 houses in the first two years. He started at it. I got him. I did get his foot in the door with this company as a sales coordinator. He has been promoted three times. I can tell you this right now, he is overall the mentors.

We have about 20 professional mentors at work for Trump. Everybody has got to fly to Nashville and he has to train them there. So, he is over

company. They are not getting a percentage. We are just going to give them a higher referral fee of \$2000.00. Does that make sense?

00:45:00

Participants: Yes.

Steve Goff: Okay. All right, so that is the goal. The difference of \$25,000.00—let me say the \$35,000.00 and everything I just went over there, that is the \$35,000.00 program right there. The \$25,000.00 program is us coming up and still mentoring you for three days. It is just not included in the retreats. So if you wanted to do something like—you can do this if you want to, if you say “You know what Steve, I have no time to go to this retreats, I need to make money right now.” Okay, if you are coming out from that perspective, you could the 25 here. And if you say “Steve, I want your company to setup our company,” you could do this right here which is \$995.00. You could do that or you could say I want this and I want this, but basically, the \$25,000.00, this three day in person field coaching, it is the same thing I promised you. I want to be your mentor, your partner and so is Chris. I am going to work with you for a year. You are going to get my email. You are going to get my phone number. You can just call me anytime to help you out. I am going to spend some time with you here. We already talked about looking at properties and then the \$35,000.00 includes all these, all these retreats.

Now, what you can do. I cannot discount the price. It is already discounted because this program right here is \$48,000.00 just to let you know. If you bought this, the mentorship is \$25,000.00. Each of the retreats are \$5000.00 a piece. The online education program, go look on our website, it is \$3000.00 just for this online program and the LLC formation is \$995.00. So if you total all this up, it would \$48,000.00. We cut it to \$34,995.00. If you say “Steve”—all you guys in here know you need a mentor, just make the investment, forget about it, let us do it. If you go to \$25,000.00 and you decide to upgrade, you can do that. You will just pay the extra \$10,000.00 to upgrade. So if you wanted to go with the \$25,000.00, have me and Chris help you, train you, go for three or four houses, put \$200,000.00, \$300,000.00 in the bank, whatever. Then you say “You know what Steve, I want to continue my education. I like that commercial retreat. I really want to make money from the commercial,” or you might say “I want to go hangout with Donald Trump’s attorney so I can—” because I am telling you right now, we got your goal sheets in here. Some of you guys are not setup the right way at all and you guys have everything in your name. You got to get it out of your name folks. You got to get it out of your name. All right, questions. Yes Vern.

Vern: (Inaudible)

Steve Goff: Yes, I mean if you have something that was going to be closing and you need some help, I mean if I am in town of course I could do it. Or I am just right there by the phone, you can give me a call and I can step you through the whole process. But those steps one through nine, we are holding your hand the whole way. We are holding your hands—step ten

of course is going to be all you, right? The check. If I am available or if you got two or three closings in one day, that would be great, come up and do those two or three closings.

What I do Vern and usually is I will have the title company fax over the HUD settlement statement to me so I can look at it and make sure that it is okay. Because you guys know—I mean, if you gave me something on the closing clause here or there, you do not have enough education to miss it. I will be able to look at that HUD settlement statement and say “Vern, wait a minute here. They are charging you double title insurance here. There is an extra \$2000.00 that did not need to be there. They are charging for two deeds or whatever that is.” So usually with the students, I have them fax me or email me the HUD settlement statement so I can review it to make sure that it is okay. We are here to hold your hand. Any other questions? No. What time do we got?

Male 4: (Inaudible)

Steve Goff: Like 12?

Male 4: (Inaudible)

Steve Goff: Okay, those of you that want to see if you qualify for this, you want to sit down and talk, you want a little bit more information on the program, I will be taking you guys for lunch. For those of you that are not going to do the program do not come for a free lunch.

[Laughs]

So we are going to take a lunch from 12:00 to 1:30. So we need to be back here by 1:30 and then we are going to start doing the one-on-one. So like I said, those of you that are interested in meeting with me, find more about the program, I am going to sit down and go to lunch with you. And, any other questions? No. We are good. See you guys back here at 1:30 and those of you that want to go to lunch, if you could just let Susan know back there so we can put you on the list. Have you guys got everything else back there? No, we are good. All right, you guys have a good lunch.

[Lunch Break 00:50:21 – 01:00:30]

01:00:30

FTF ST. LOUIS 20090320a-GOFF-DAY 2-CLOSE 2

NOTE: POOR AUDIO QUALITY, too much background noise and the recorder is far from the Steve Goff/participants making some parts inaudible.

Steve Goff: So, everybody here. I am just going to discuss you the mentorship program. (Inaudible) stayed in the program. We still have to go through (Inaudible) review, kind of the expectations. Now, I want everybody to come in front here, let us get this thing going on.

Exhibit H32

Baltimore (February 17-19, 2008)

Event Synopsis Overview

Date: Sunday, February 18, 2008

Event: Fast Track to Foreclosure: Free Orientation

Location: Baltimore

Instructor: Pete Ulmer

Staff: Rick McNally, Scott Leitzell, Jason Schauer

SEM_PFF-20080218c

Marriott Hunt Valley

| | |
|------------------|-----|
| Attended: | 61 |
| Sold Full Price: | 9 |
| Close: | 15% |
| Be Backs: | 1 |

We want to ease the transition for them and here is what we can prevent, the foreclosure. If we can prevent the foreclosure on their records, we have done them a huge service because they will have their credit score drop by as much as 250 points. You can rock along with the 750 credit score which is in the upper echelon, have a foreclosure and for the next seven years your credit score is down around 500, about what I weigh. You all do not laugh at anything. I am under 300, but barely.

So, we can stop this. If they have a low credit score and some day you can testify to this, I do not want to know who it is. You got seven years of hardship and difficulty in front of you. You pay more for insurance. You pay more for loans. Life gets worst and not better. You do not know this. When you apply for life insurance, automobile insurance, homeowners insurance, they run your credit. And the lower your score, the higher your premiums. And if you ever go to borrow money from a bank and they turn you down, you now have to go to hard money lenders. Six points up front, 12 to 24% interest. That is what we can stop if we will. So, if we can get in there and help them get rid of the foreclosure and it not happen, then we have done them a big series.

But Donald says the best wealth building principal is "to buy low and sell high". We have heard that all our life, but no one has ever shown us how to buy something low and sell high, and that is what we are trying to do today because in foreclosures, that is exactly what you do. You buy this one property I have mentioned for \$134,000. You are going to make six figures, I just cannot tell you when.

00:20:00

Year two or three, it did not matter. Because, with techniques that I am going to show you later on, you can rent the property out and it will take care of itself for the next one, two, three or five years.

You seen, when people live in houses and they lose the ability to live in that house, do they not have to live some place? Yes. And if you put yourself in their

Exhibit H33

Orange County (July 21-23, 2008)

Event Synopsis Overview

Date: Wednesday, July 23, 2008

Event: Fast Track to Foreclosure: Free Orientation

Location: Orange County

Speaker: James Harris

Team: Scott Leitzell, Cory Lignell, Tiffany Brinkman

SEM PFF-20080723b

Anaheim Marriott Suites

Attended: 31

Marketing Tickets: 0

Sold Full Price: 7

Close: 23%

Be Backs: 1

1. Derick Benson – Calling Tiff with CC at 8:30 tonight.

quarterly annual fees, late fees, and late charges. The banks are going to try and whack you with anything they can. So I want you to waive all your fees and I will show you how to do that okay. I want to make sure you have no errors on your credit reports.

You have got TrendUnion, Equifax and Experian and guys, they all rate you differently. So we are going to clean this up. Here is why. One out every four credit reports in this room right now you got an error on your credit report and it does not need to be there. Now your FICO score goes from 300 to 850, write that down. I am going to show you how to get it over 800 this year. Everybody say Yipee kayey.

Participants: Yipee kayey.

James Harris: And I want you to cleanup your credit. Also if we can get your credit over 800 right, and I can show you how to get \$25,000 coming in once a month, let us hit a single. Can you find a way to pay your bills on time?

Participants: Yes.

James Harris: Absolutely, so your credits going to help you create a fortune. Guys I love credit cards so much, my wife's dog, Coco, has a credit card. I am not kidding you, she really does.

Now, how are we going to pay for these deals James? How are going to find the money to buy this real estate? Okay, you guys are asking the right questions again. Here is what we are going to do. Write down hard moneylenders, hard moneylenders. You cannot go to a conventional bank right now folks. The lending industry is upside down. It is 10 times harder to get a loan. They want 30% down. They want to check your credit. They are going to call your references. They are going to make you jump trough hula-hoops. They are going to check every hole and orifice between you and your references and your family to try and get you a peripheral loan.

It is disgusting what they are doing right now and you know what it is their own fault because they were trying to scam people over the last 10 years right. We are going to hard moneylenders. Now here is how they work. Hard moneylenders are going to charge you money, alright. I am

James Harris: You better believe it! So come spend that first day, okay? If you are not happy, you will get your money back, no big deal, alright? Alright!

Now, there are three groups of people, people who make things happen, people who wait the things to happen and people who say what happen. What group are you guys in again?

Participants: (Make things happen.

James Harris: Can I hear it a little louder?

Participants: Make things happen!

James Harris: Okay, good! Now, if you are going to make it happen, let me show you who is going to do and I am just going to stand here and answers questions. Everybody turn around, let me show you how you are going to do this okay? Everybody say “Hi Tiffany!”

Participants: Hi Tiffany!

James Harris: Tiffany works on 40 Wall Street, New York City. She is going to be there to do all your paper work and get you all registered, give you all your free bonuses and everything, okay? Everybody say “Hi Cory!”

Participants: Hi Cory!

James Harris: Cory is 26 years old, successful investor in Saltlake City, Utah. He is great, phenomenal! Guys, you are going to deal with him for three days. Everybody say “Hi Scott!”

Participants: Hi Scott!

James Harris: Hi Scott! Scott is 73 years old at this point and what is going on is that Scott is—lookout guys, he is very successful too. And we have a lot of fun with you. I got to say something right now. This will be the last investment, this three-day weekend; you come to next weekend that you will ever have to make in real estate for the rest of your career. This will be it, if you just show off because we are the best, alright. So they will register for you the retreat and then when you are done, I need you up here. I am going to take

Exhibit H34

Speaker:

...kind of put your—dip your toe in the water, alright. Well, let me show you and let you see for yourself by just testing the waters out first.

Now, here's what I want you to put down, write down ten percent down. I want you to come up with a ten percent down because you can write a check out of a money market account. Let's say you've got three hundred thousand in there, alright, I want you take twenty seven thousand of it and write a check. Put the down payment and get into this deal here, alright? Watch what happens to your money.

The monthly payment that is leftover after twenty seven thousand down is two hundred and forty seven thousand five hundred—that's the bulk, which leaves us with a monthly payment of about twenty four hundred dollars every month. You don't ever pay that, because your tenants pay that, because the income that's coming from rentals, right, is thirty six hundred dollars a month casual—so you actually, the renters or the tenants pay your twenty four hundred and you're cashing twelve hundred dollars extra, is everybody following me?

Okay, so what happens, twelve hundred dollars a month times twelve months, watch what happens—that generates cash flow of fourteen thousand four hundred dollars profit in one year. Off of twenty seven thousand five hundred dollar investment, I want you to take a look at that ROI right there. Fifty two percent—you made 52% in one year off of guaranteed real estate. How many of you kind of like that? How many of you love to take money out of a 1.4% interest CD and be able to put it into a vehicle backed by real estate and go on and make 52% every year. Would you like to be able to do that?

Here's another thing, you can take a look at that and say, well, fourteen thousand that's pretty good, but you have to pay taxes on that, so it's not quite that good. And then I say, what you don't know can hurt you! Right down, triple net lease. If you know how to write it up in a triple net lease, then you can actually have your tenants pay your tax consequences and not you. So you make fourteen thousand four hundred dollars.

Now this is a good vehicle for you who have money, watch what happens over 30 years to your little twenty seven thousand dollars, over thirty years, if I don't raise rent, you tell me, will I raise rent over 30 years at some point? Well, of course I will! I'm going to be so conservative here, guess what? I'm not going to raise rent. Watch it—not even raising rent over 30 years, we collect four hundred and thirty two thousand dollars in profit from our income there.

there. That takes courage and that takes conviction. We know that we're going to be able to help you close those deals from time to time.

Now, I can't guarantee anything, but I'm just saying this, would you like to have Mr. Trump's number one guy try to close a deal for you, give me a big yes! Because if he does, I've seen it happen and you get to keep that money. Not a bad way to start off your real estate investing career. Other things we're going to teach you at the class. We're going to go over people with bad credit. We're going to teach you. Don't take no for an answer just because you've had some tough things happen to you in the past doesn't mean they're going to have be with you forever. Let's show you how to get these deals funded even if you've got bad credit. Speaking of that, at class, we're going to teach you how to raise your FICO score and I'm not even going to ask this because people are little guarded with that, but I know many of you in this class could really use your FOICO score raised even if you've got a black American Express card. We could always use that.

And by the way, if you know how to do that, could you guide someone else, a potential buyer who needs to clean up their credit in a two-year period of time? Could you help facilitate that for them as well, say yes!

That's why this is beneficial also. Hear this! Mentor session, write down 60, 90 and a hundred and twenty days. One unique thing about this is when you leave the class, yeah, we've got the plan! We've got the plans you need, but which one of them is it that you need? You need to get with us and we'll make sure of this, you'll go one on one with someone like me or Jim that's qualified from 40 Wall Street to listen to your personal needs, where are you? How much do you need to make? How many years do we have to make it? How many hours a week do we have to put in to it et cetera and then we can put the right strategies to achieve the right goals that you have the time for to commit to?

Would you agree that someone wants to do this part time, make a hundred thousand dollars a year extra, well we'll give him a four-hour a week plan. Okay, but then if you want to do it full time and you want to make a half million a year, would you agree that you'd need different plans to accomplish those goals? And different strategies, because you're probably not going into a residential situation, you're probably going into multi family or commercial, we'll show you how. We have the plans! That's the point.

Also, hard money lenders, private money lenders, again, we're going to have private money at your class, everybody say hello Uncle Jimmy! Jim Harris is a private money lender. He does that, so you have private money there. So bring your ideas.

Access is key. Let me tell you what Mr. Trump says, you know what 80% of success is? This is Mr. Trump saying this—80% of success is showing up. You need to show up. That's 80% of it! Then we'll take you to the rest of the 20% of the way by having the knowledge and the training. Show up! That's what 80% of success requires.

0:25:27.4

Also, we're going to teach you how to do the 50% ROI rather than the 1% or 2% in your vehicles. We're going to get you making better interest with better vehicles and on and on and on.

Buyer's list by the way, we're going to show you how to build that buyer's list at class and I'm very proud of that. Now, our 12-month training program, the apprenticeship program, it begins after the three-day class. The three-day class is not the big deal! The big deal is 12 months of support because I know this. Even if we train you better than you've ever been trained, we kick you to the curb after three days and say you're on your own, good luck! You're not going to do it! But if we say, hey, we trained you great, now, if you ever have any questions, give us a call and we'll give you an 800 number that you're going to be able to call and you won't reach Boca Raton, Florida in some strip mall, 132A suite! You're going to reach 40 Wall Street, New York, New York 432 of the Trump Building and you're going to talk to a Trump certified professional.

How many of you would like to talk to a Trump certified professional in the Trump building at 40 Wall Street, would you like to have that person answer the call and help you out, please give me a big yes! That's what we're committed to. That's what you get! We're not like any other group you've ever seen like this ever! Mr. Trump does things the right way or he does not do them and he will require you to do the same.

Here's another thing here. Weekly webinars, write that down please. Every single week, we're teaching and you know who's teaching? Professors, they've taught at Harvard, UCLA, internet marketing, we've got Gary Eldridge, teacher at Stanford University in real estate investing. I mean, if you're teaching real estate investing at Stanford University, you know what, you probably know your stuff. Would you agree with that? Yeah, we're bringing him every week time to time on different modules for one hour, write down Thursday 8PM, Eastern time.

For an hour, we're going to teach you one week on contracts, the next week, it's going to be on wealth preservation, JJ Childers, Mr. Trump brings on the best! JJ Childers is the best wealth preservation attorney this country has and we're going to show you how when you create all of this money, how to

Exhibit H35

Fast Track to Foreclosure Investing - Free Introductory Class

Mon Feb, 9, 2009 @ 06:30 PM /> Speaker: Steve Goff

Region: Baltimore, MD

City: Baltimore

Venue: Hilton Garden Inn White Marsh

SEM_PFF-20090209d

Program Coordinator

Susan Morrison

Sales Coordinators

Christy Duckett

Michael Hinson />

TOTALS:

126 registrations = 94 primaries + 22 guests + 10 walkins + 0 audits

0 cancellations before event for a cancellation rate of 0%...breakdown: /> 126 non-canceled registrations

60 attendees for show rate of 48%

5 buyers for a conversion rate of 8%, with 1 pending

4 buyers retained for a retention rate of 80% /> \$4,485.00 live event sales (post returns) for \$74.75 per attendee

\$1,495.00 salesFloor/cart sales (post returns)

don't need any credit. I'm going to teach you how to bring in a private money investor, a hard money lender that's going to put the money up to buy it, cover your closing cost, we're going to borrow more money than we need because you're going to have monthly payments, aren't you? Interest payments?

So we're going to use the investor's money to pay them back where their own money (inaudible). We're going to fix up the house, we're going to raise the—who said roof? Raise the value and we're going to sell it for tip-top retail value that's where you get the big, fat, juicy checks. Anybody interested? Two of you.

Did anybody get any of that? Let me say it again, it's very important. We're going to go and get this—buy these houses at great discount because their distressed. We're going to bring in private money that you don't have to qualify for, it's not on your credit report and all that crap, they'll bring in hard money lender who's going to put the money up to buy it, we're going to borrow more money than we need and we're going to use that money to pay the investor back each month and to fix up the house. We're going to put it in tip-top shape, that's where you sell it for full retail value.

And folks, those of you that are skeptical about real estate, quit listening to the newspaper and the news, okay? Let me show you one tip real quick. Okay, I can't teach you everything I know in 90 minutes, but those of you that are skeptical, well, "Steve, yes, that sounds great, but where are the buyers at?" Right? Don't you have that thinking? Put this ad in the paper—buy my house, I'll give you \$10,000.00 back the day you buy it.

Hello? Would I get any calls?

There's a thousand houses on the market and your house is offered and \$10,000.00 back at closing, are they going to come look at your house? Could you just call it a decorator (inaudible)? Yes! Owner-finance? I'm going to teach you guys how to go out and get all of these sellers, this kind of reminds me of the '80s. You guys remember the '80s. Interest rates were 18%, 20%, 21%--yet sellers out there, they couldn't sell, yet buyers out there, they couldn't go to the bank and buy and a lot of creative financing came from the 80's.

We're in the same situation right now. You could fix it up and flip it. You can rent it. You guys remember the lease option. Folks, it's a huge technique, I'm telling you. Watch this!

Now they have rent to own furniture, don't they? The majority of all the car sales that are sold today are sold on leasing programs where you make a down-payment, you make monthly payments and then you lease the car, let's say for three years, and then you have the option to buy it or give it back to the dealership. You guys familiar with that? Okay, that leased on commercial property and believe it or not, some of the airplanes are sold lease with an option to buy. So we're going to do the same thing with real estate and we're going to

Exhibit H36

Hartford, CT (July 18-20, 2008)
Final Event Synopsis Overview

Date: July 18-20, 2008
Event: Fast Track to Foreclosure Investing
Event code: RTRFTF-20080718k
Location: Hartford, CT
Speaker: James Harris
Team: Denise Ong, Nancy Quinn, David Stamper

Final Sales Synopsis

Attended Training: 45
Sold: 7
Revenue Collected: \$ 73,990.00
% of Revenue Collected: 60%
Conversion: 19%
Revenue per attendee: \$ 2,055.28
Payments to collect: \$ 50,000.00
Pendings to collect: \$164,980.00

Product Sales:

| Name | Product | Price |
|------------------|-------------------------------|----------------------|
| Archna Khattar | Trump Gold Elite | \$34,995 |
| Norma Nelson | 3-Day Mentoring | \$25,000 (\$18,000*) |
| Roland Schneider | 3-Day Mentoring | \$25,000 (\$17,000*) |
| Mike De Gregorio | 3-Day Mentoring | \$25,000 (\$15,000*) |
| George McGovern | Trump Bronze Elite + Software | \$11,995 |
| Johnn Kelson | Software | \$2,000 |

*Balances to be paid within the week,

I get no greater pleasure than having one of you come up to me one day and shake my hand or give me a hug and say, I know there was an investment involved but I cannot believe I actually did it and you are the one who got me started.

It is not the money. It is the passion. Some of you have passions for other things. You do. You got passions about your dog business or your being a policeman or being a mechanic or a dad, or a mom and you got other passions out there, a homebuilder or teacher, baker. But check it out, real estate is always going to be around. You have been involved. I showed you this yesterday, you have been involved in real estate since the day you were born. So make sure you are always going to do it, right from now on, there is only three thing to happen with a piece of real estate, you either make money, lose money or break even. You want to make money every time and some of you have already told me horror stories. I do not want to hear your nightmares anymore. I do not want you to come up to me with your nightmares anymore. I want you to come up to me and I want you to tell me what you are going to do to make your life better for you and your family. Is this understood?

04:44:58

I want to know what you are going to do to make it better, and I will help you but I am not going to listen to your horror stories anymore. I cannot fix what you messed up in the past but I can make sure you are on the right track to get you ahead of the future. Call it what you want. I am here to get you started. I am here to get you successful. I think you guys see this now. When I am out looking at properties, I want you to be successful. I came from nothing. I do not have a college education, a MBA or PhD, do not need one. What I do need is people to help me help this gentleman leave a legacy. We do not need your money but that is expensive. It is not cheap so here is the deal.

Everybody is asking about it. The cat is out of the bag. You are going to think about this. We do not come to you. If you are interested in this, let me show you how this works, before I do that, let me give you a couple of testimonials. Here is a guy that was in retirement, came and spent three days and on May 31, we picked up our \$23,000 check for an assignment fee. Here is the picture of our first real estate flip. We put a contract on it for 255, sold it for 280 with an investment of less

that and you are not into nice cars and stuff like that but I want you to pick out something. Pick out something you have always dreamed about when you go home tonight, that is going to be part of your homework. I want you to have it. I want you to set that goal of having that. The thing is, I speak a little German. Mercedes, Porsche, BMW but the thing is that I am still holding his hand guys and I shut down everything I was doing when he called and I said absolutely, I will be there. Not only will you have somebody help you, you will probably make a friend for life, somebody who can help you with a lot of things.

We are not here to build relationships for just three days. We are looking to build relationships for the rest of your life. That is coming from Mr. Trump. That is what we are looking to do. Here is the Trump gold elite package. Let me show you everything he set up for you and then we are going to break for lunch. You got your three day in person live Trump mentor. That mentor comes out and spends three days with you, you buy real estate. 90 day follow-up period, we help you sell, we celebrate your big fat check and then it is a lifelong relationship. We are going to offer you a team mentorship here this weekend. Mr. David Stamford and I, Mr. Stamford is one of Donald Trump's top certified mentors, if David comes out to spend three days with you, I will negotiate price and terms on any deals we find and let us see if we can get it done. I will be in contact with him over phone and email. Let us see if we can get it done through the financing, the sale, through celebrating your big fat check.

You will also have access to my hard money lenders and private money people. Let us see if we can make the process much quicker and smoother. You will David's information and my information, Nancy's information and also Denise. We are going to give you a team thing here. The three days live in person field mentoringship comes with a lot of other things. you have got the wealth preservation retreat that is where you go and spend three days to set up your estate, spend three days with JJ Childers and they teach you asset protection and how to really make yourself invisible and do it the right way. Then you get the quick turn real estate property training. That is all the no money, low money down stuff. Wholesaling assignments, lease purchase options, owner seller financing. Subject tos, click claim deeds, wraparound mortgages. I have not even gotten to that stuff yet.

Exhibit H37

Track to Foreclosure Investing - Free Introductory Class
Thu Jun, 4, 2009 @ 01:00 PM
James Harris: James Harris
Region: New York/ New Jersey
City: New York
Venue: New York Marriott Downtown
SEM_PFF-20090604C

Program Coordinator
Denise Ong

Sales Coordinators
Michael Hinson
Cory Lignell

TOTALS:

92 registrations = 68 primaries + 14 guests + 7 walkins + 0 audits + 3 cancellations before event
for a cancellation rate of 3%...breakdown:

2: OTHER

1: other

89 non-cancelled registrations

33 attendees for show rate of 37%
1 buyers for a conversion rate of 3%, with 0 pending

1 buyers retained for a retention rate of 100%

\$1,495.00 live event sales (post returns) for \$45.30 per attendee

\$0.00 salesFloor/cart sales (post returns)

NOTE: Audio to far from recording device. Parts inaudible.

00:00:10

Moderator: Welcome! How you guys are doing today?

Male 1: Fine.

Moderator: But we got one person who looks excited? You guys have to do it a little bit better, let's start again. How you guys doing today?

Participants: We're fine!

Moderator: That sounds a little much better. Sorry. But before we start, I want to introduce your instructor. He did a couple of travels. But first, welcome to Trump University. My name is Morgan (ph). If you have a cellphone go ahead and take them out. I have to ask to turn your cellphones off. (Inaudible) for you guys (Inaudible) 90 minutes for your neighbors (ph) and we have a lot of important informations.

Secondly, there are no recording. Audio or visual and then thirdly, if you have any questions, you all have a piece of paper and please write down your questions, we'll have an orientation at the back for you guys who have questions. But it's my honor today to introduce your instructor, he's from Atlanta, Georgia, he'd been investing a little bit now for 21 years. He started at real estate investing, right here in New York City. He's been asked selected by the Trump organization, (Inaudible) in training individuals, just like yourself how to become successful today. He's my mentor and a personal great friend of mine. I'd like to introduce Mr. James Harris.

[Applause]

James Harris: Good afternoon. A lot of your (Inaudible). Let me talk about me here for a second. Tell you why I'm called by Mr. Trump and then let me show you how to make some money, that's why we're here today, okay? What happen guys is when I was 9 years old my dad took off, my mom is addicted to drugs for the first 17 years of my life, mostly pain killers. I got a younger brother named Christopher and my older sister Cathy. So I'm glad, I have to start (Inaudible) age of nine. Left high school, came over to New York, had a big goal. That goal is to get my family a life. Lived down the streets of New York, (Inaudible), struggled for about ten months. And then, there's a gentleman, what he did is he took me and he showed me how to close a real estate deal. That's all (Inaudible) since 19. I've never had a job or really know how life worked from (Inaudible). So I just been buying, selling real estates since the age of 19 and I've start right here on the streets of Manhattan

All right, though he (Inaudible) I'm going to cut to the chase. We we're expecting a lot more people, so let's just do this, watch. How do I do this? He picked me because I was known as a zero down expert. So how about I'll just show you how to make a couple of bucks, about

\$25,000-\$50,000 next 90 days or less. I've got a couple of bills out here, condos, (Inaudible), whatever. It was no money, no credit, no license and you won't have to get one loan. How about I'll teach you that today, is that kind of cool?

Participants: Yes.

James Harris: All right, I got to tell you we need enthusiasm on Manhattan guys, an earthquake proportions—if you like that, please say "yes."

Participants: Yes!

James Harris: Done. That's all we're going to do. So, here's what I'll do, watch. I'm going to speak for about an hour to show you (Inaudible), watch. I'm Donald's top agent (Inaudible), and I need to know (Inaudible) three things. So I'd be the three (Inaudible). Look, let me show what's going to happen. I'm going to show ho to use the money now. Everybody say "now."

Participants: Now!

James Harris: Okay. When I'm done, if you want to get rich, you got to come to my training. Let me tell you what's going on. I'm coming back to New York, not this weekend, this next weekend and I've got three days and I'm going to show how to do it in a Trump way. I can't do that in two hours with you, very (Inaudible), all right. So, let me show how to make some money, if you want to come back later when I'm done, you go see the girls in the back. They'll register you, there's (Inaudible) that. I'm very upfront. Let me tell you (Inaudible) upfront. I don't want any shocks or surprises up here. I've been all to several (Inaudible). When I was a kid, I got over hundred of books (ph) of real estate, of investing home. I've gone to all study course, I've been to—as I said (Inaudible) you name (Inaudible). But, I got to (Inaudible) with two hours, it was very slow and I got a little excited right at the end they said they need \$5000.00 to come to our boot camp (Inaudible) next month. And I hated that, I want to punch the guy's face. I said I don't have the money.

So, what I'm going to do is this, watch. We're going to talk for a little bit. Let me show you (Inaudible), and then when you're done, if you guys want, come back to (Inaudible). And I'll answer questions, when we're done. Is that fair say "yes."

Participants: Yeah!

James Harris: Okay, done, watch. Donald started this University, he's actually (Inaudible) a street over here guys, right over there on 40 Wall Street, you can actually walk in the building from here, all right. And what you're going to see, he bought this \$1.2 million about 14 years ago and now it's worth \$400 billion. So here's my first big question, did he get a good deal on this one?

Male 2: Yes.

James Harris: Hello!

Participants: Yes!

James Harris: Phenomenal, right? And here's how, watch. You got to get this; this is one of the first thing you have to do, watch. That building is (Inaudible) to what? So, that's foreclosure, that's what you got to do here, all right? Check it out, watch. We are going to show you. We're going to show you how to do the same thing, but you see (Inaudible) foreclosures right now, they're very hard to do. So, I'm going to train you into this, watch this. I want you write some topic here okay? We're going to do this very different, okay?

00:05:00

I'm going to turn you a distress property specialist. So write that down, distress property specialist. So I'm going to show you how to find like foreclosures, bank owned properties, tax lien properties, probate, tax liens (ph), FSBO's, out of state loan (ph) owners, (Inaudible) houses. I'm going to show you find them all, okay. And I'll show you how to make some money. I'm going to do (Inaudible) watch and stay. I can't show you all, so we got three days for that, that's why we have the training next week. Let me just show you how to do some money when? Everyone say "now."

Participants: Now!

James Harris: (Inaudible) over this, have fun, right? I'm (Inaudible), I don't have a loan (ph), ever since the beginning of the year, actually. All right, check it out, you guys are going to be a seller of property and you're going to be a buyer, okay? And then I'll ask you to say yes to all these stuff. Just have a—watch, your going to get this, because when I'm done, we're going to do an orientation at the back for all the people coming to the class next weekend, and I'm going to give you 10 strategies to go out and finding these deals right away. Now, when you bring them to class next weekend, I'm going to do live calls. If I call your deal, I'll help you close it. Is that all right?

Male 3: Yes.

James Harris: Hello!

Participants: Yes!

James Harris: I got one person who said it that--

Participants: Yes!

James Harris: Okay. Here we go. So, write down the first strategy, it's called "an assignment." You guys, I understand (Inaudible), not taking note, you're a fool, watch. It's called an assignment. So, everybody say "assignment."

Participants: Assignments!

James Harris: Watch how this works. You guys have a \$400,000.00 house, I'm going (Inaudible) like a lower income property, with a higher income stuff, I don't think you can do that, but lower, we can do that. So \$400,000.00, so write that down. Now, they owe (Inaudible) with the bank to the (Inaudible) on mortgage. So you owed a \$205,000 on the mortgage. Now, about 8 weeks, what's going to happen is, you're going to get a knock on your door, sheriff's going to call you, his going to ask you to get out. Why? You're going to foreclosure, okay? Now, you guys know how long so many hours has to get out of their house when the sheriff shows up and says the bank is taking it back? Do you have an idea?

Participants: 3 days?

James Harris: 30 minutes, yeah write that down. Oh yeah, I see. You didn't know that. Most people don't know it. It is 30 minutes, because the bank sends them a letter, called the "notice of default letter." And then the sheriff send the letter about 30 days prior, and then when shows up. He said you got to get out, (Inaudible) sell into auction, right? So, they got to get out when?

Participants: 30 minutes.

James Harris: Everybody say "now."

Participants: Now.

James Harris: (Voice Overlap) right now, all right then, so you guys (Inaudible) that. Now, if they've gone to foreclosure, (Inaudible) federal court, set (Inaudible). So write that, because most people don't know that. If you have foreclosure on your (Inaudible) reports, you know what happens? Nobody will give you a loan for anything. Mortgage, credit on car, truck, business loan, no loan (Inaudible), for how long?

Participants: 7 years.

James Harris: You got that. All right, what we're going to do is we're going to offer \$300,000.00, so write that down, \$300,000.00. And they'll accept it, once we explained what's that (Inaudible) to them. Because nobody wants (Inaudible) foreclosure. So we'll get the \$300,000.00 now watch, we're going to fax or email to this owner today, okay. Now, they're going to send a fax, when they accept our offer for \$300,000.00 and we're going to put it right in our name, right here, right? We're going to sign, write it in our name right? Hello?

Participants: Yes.

James Harris: Wrong. That's why you're in Trump University, got you. All right, write this down, I told you (Inaudible). We're going to put it in LLC. Christa, say LLC.

Christa: LLC.

James Harris: There you go. That stands for Limited Liability Company, because we don't want to take any property in your own name. Let me just explain why. If you guys leave here today, let's say your driving and you hit a (Inaudible), something happens, God forbid, you know at the end he's going to sue you, they're going to take everything in your name, right? Your house, your (Inaudible) savings, money market, your CDs, your stock, your bond, 401Ks, IRAs, they'll garnish your (Inaudible) for the rest of your life all because you guys have stuff in your own what?

Participants: Name.

James Harris: You don't want to do that one, so next (Inaudible) in class, we pick together that LL what?

Participants: C.

James Harris: You got it. Something like this, Christa and Amelia, did I get that right? Okay. Christa and Amelia, (Inaudible) Manhattan area, LLC. That's pretty good; it's a little (Inaudible). All right, after the LLC, what we're going to do is have three little words, all right, now write this down, "and or assigns." Because what we're going to do guys, write down and or assigns. Were going to—everybody say assign.

Participants: Assign.

James Harris: This, for you. So you guys are going to buy it. We're sending a couple of bucks. Watch how it works, people on this side. Show you how (Inaudible) money work. Now, once we get it assigned, we're going to give ourselves 60 days to close. It's right here, 60 days, you got to fill in the blank. And then we're going to have a safety clause, like this. This (Inaudible), intention of (Inaudible) by my partner's approval, this (Inaudible) subject to my financial arrangements in order, and unless I take my (Inaudible), I'm so interested.

00:10:00

I always put (Inaudible), unless I change my mind because of I do, I always have it out. This whole no risk method. So write that down, no risk method. I want you have (Inaudible) address. Is everybody (Inaudible)?

Participants: Yeah.

James Harris: Okay. Once we do that we're going to give (Inaudible), it said witness and witnesses. That way we can take this, file it down at the county clerk's office and then we have a legal affidavit under title. That means no other investor or buyer can go around us and buy it, because (Inaudible) work. They got to go through us, that's called "coverage," so everybody say coverage.

Participants: Coverage.

James Harris: Now, we got that done. We got to find a buyer with—here's the add. "Owner motivated, must sell, house worth \$400,000.00, will let go for \$325,000.00. Hurry, won't last, call now. You think we're going get a couple phone calls around the (Inaudible)?"

Female 1: Yes.

James Harris: Is it one or two?

Participants: No.

James Harris: You're going to get a boatload. Here's why? (Inaudible), have you been listening (Inaudible) there? Everything's on sale, (Inaudible). Real estate in New York is 40-50, 70% off. Say example we got a million dollar property signed (Inaudible) we'll take it on for like \$300,000.00 or \$400,000.00, you know why? The bank started to (ph)? They can't take that. Oh yes, I'll show something, right (Inaudible) anyway. (Voice Overlap)

(Inaudible), hold on. Okay, we got to say you're fine, that's all. You guys are done, \$500,000.00 properties, right? Let me (Inaudible) okay. (Inaudible), all over it, \$500,000.00, \$600,000.00 property. The banks will let them go for 70% off. Because (Inaudible) mortgage, so we'll (Inaudible), okay then. Now watch, you guys are going to call and you're going to say hey, "Okay, we want to look at the house, we've been looking for a \$400,000.00 property for a couple of months and existing (Inaudible), is \$325,000," I'm going to say, "Oh yeah." Now, if they say they want to go and see the house, we have to ask them something, and this is the secret, watch. Are you free of (Inaudible) for a loan? So write that down, are you free of? If they say, "Oh yeah, (Inaudible) the place, we've been looking for months." Were going to say, "Fine, then look at the house." If they call us back, then we're going to send them only two things, if they're interested. So, write these down, number one, appraisal, number two, a title search report. The appraisal (Inaudible) shown, which worth, how much?

Participants: \$4000,000.00.

James Harris: \$4000,000, yes, and the title search report, because we're going to show them that title is free and clear of judgments and liens. Now, (Inaudible) is going to pop up on that title search report, okay. So that means they can't go around us to buy it, they go what us?

Male 4: Go through us.

James Harris: they got to go through us. That's called co--?

Participants: Coverage.

James Harris: Coverage! You got it, okay. Now, is they call us back at say, "(Inaudible)," we are going to say one more time, are you free what?

Participants: (Inaudible)

James Harris: (Inaudible). If they say, "Oh we have got to find a place, we got a bank wire (ph)" We're going to say, "Fine, no problem, house is yours." So, let's practice that one, everybody say "fine."

Participants: Fine.

James Harris: "No problem."

Participants: No problem.

James Harris: (Inaudible), and then what happen is, they're going to do what's called a "simultaneous close." So, let's write that one here, "simultaneous close," okay write this down on simultaneous, otherwise, people will ask you out there what that is and (Inaudible) your nose, and you will say, "Oh, I forgot to write that one down." It's called simultaneous close. So what's going to happen is, no over complicating (ph), try this, it's not hard, it's easy. You guys are going to find the house for \$325,000.00 at nine in the morning. So \$325,000.00, you've got the house, okay. Now, \$285,000.00 of that money is got to go and pay off your mortgage, I'm stopping the what? Foreclosure, I'm going to give you a lease option, so assuming you're home owner, you'll send me some referrals; you guys will send me some referrals. Now what's going to happen is after closing, there's some money left over between the \$300,000.00 and (Inaudible), how much is that? That's \$25,000.00 that goes to who? That goes to you. Well, actually it goes to your LL what? C, so you just make \$25,000.00 on the property that you never took title to. We use our credit. We didn't use any money, and didn't get one loan, and you (Inaudible), is that kind of cool?

Participants: Yeah!

James Harris: Hello?

Participants: Yeah!

James Harris: (Inaudible) some of this money. Oh yeah. So, would that be nice if we could do that?

Participants: Yeah!

James Harris: So, let me explain to you how we can do this, watch. I don't even (Inaudible) questions, watch. (Inaudible), we'll back it up. Okay, does anybody heard about people getting loans to buy properties? Has anyone heard this?

Participants: Yes.

James Harris: Okay hold on. Let's start here; does anybody ever got a loan on a house? Anybody get a mortgage, anybody? All right, for you. Let's start this, (Inaudible), now they really (Inaudible). How many people in this room right now (Inaudible), how many people live somewhere?

Participants: (Inaudible)

00:15:08

James Harris: Are you (Inaudible), anybody (Inaudible)? I don't know what's going on. All right, so [Laughs], there's still (Inaudible), that's not happening. Okay, so check it out, okay have you ever heard of this, watch, you'll get (Inaudible). Have you ever heard somebody who buys a house, who's (Inaudible) couple of months, gets a letter and says like this? "Wells Fargo currently now owns your mortgage. We were assigned the contract by Bank of America for a fee. And now you got to make the monthly mortgage, pay it to Wells Fargo." Has anybody ever heard this?

Participants: No.

James Harris: Watch, I'm going to change your life, if you listen. The banks assigned the paper on every (Inaudible) or assigned. They assign it to another (Inaudible) institution for a fee. I'm going to show you how to do the same thing in real estate. So, here's what that means, okay. You don't have to own the real estate to make money out of it, you just have to control by using this kind of job, we're using for 23 years. You assign a contract, help somebody get out of foreclosure, help somebody get a home, and then we just get it fee. That fee is substantial. So, if I'll show you how to do one of those a month, and you work as hard and smart, when you come to Trump and you make \$25,000.00 on one of those a month, hard time, could you take two months off after if you have an extra of \$250,000.00 a year?

Participants: Yes.

James Harris: Hello?

Participants: Yes!

James Harris: It's done, so in order to teach you, you have to come to the class, because you're going to get (Inaudible) first one. Now, I am going to move to the next strategy, okay? You guys are having fun?

Participants: Yeah!

James Harris: Is that kind of cool?

Participants: Yes!

James Harris: Just (Inaudible), we can do those like crazy right now. Write down to the question, where I've done it, I (Inaudible), I'll help you, okay. Now, this is called a "lease option," everybody say, "lease option."

Participants: Lease option.

James Harris: Lease option, what how this works. We'll use to say, low income, couple of bread, cookie cutter, house, condo, (Inaudible), county home, whatever, okay. It's going to be (Inaudible), so write this down. Did you guys in (Inaudible), rent it out, so you're trying to rent out the house or the apartment or the condo or whatever. And we're going to call you up. Have you guys ever seen "for rent" ads around New York?

Participants: Yeah.

James Harris: Hello?

Participants: Yes!

James Harris: There's millions of them, right? There's a lot, so we need to call all day, we're going to see something like this, watch, okay. "Hello, (Inaudible).

Participants: (Inaudible)

James Harris: "Charlie, I got this for rent ad, I see you're renting out the place. Would you consider a rent to buy situation right now?" Okay, (Inaudible). In other words, "if I pay you down the first of the month, never called you, no hassles to you, cover your payments and repair cost, guaranteed to rent, I'll pay you for three years, give you 10% interest on the money, in a monthly check, would you consider a lease with an option to buy, until the markets (Inaudible)?" (Inaudible) at all, (Inaudible).

Participants: Yeah!

James Harris: Yeah, (Inaudible), okay, how do we do that? All right, we're going to explain why. All right, you see go this house and you just kind of find a tenant, you weren't trying to sell it, right now we're going to offer a lease with the option what?

Participants: To buy.

James Harris: Their calling (Inaudible) worth, so it's worth \$400,000.00. So I'm going to show you how to (Inaudible) exactly what is worth and (Inaudible) any client. Is that okay?

Participants: Yeah

James Harris: And you guys are (Inaudible). I mean, let me say that, hold on, (Inaudible). I'm going to be (Inaudible), I'm going to show you how to pay people exactly what their house is worth right now. We're going to pay exactly what's worth. We don't even have to negotiate, and we're still make a lot of money, say "yey."

Participants: Yey!

James Harris: Hold on, so four months, that what I'm going to give you. I'll give you what you want, but we're getting it for zero down, write it down. Okay, zero down, because I'll give you exactly what you want and most of them say, "That's fine, I just want to check from you." See we're going to help them solve their problem. Nobody wants a vacant property, would you guys agree?

Participants: Yes!

James Harris: What they want (Inaudible) on that property? Everybody say "cash."

Participants: Cash.

James Harris: Do you want money? That's why renting it out. So we're going to help them in this (Inaudible), we'll find the (Inaudible), watch out this word, it's creative, it's unorthodox, everything they do right now guys in real estate, it's not normal, I'm abnormal, that's why I'm loaded, watch here we go. All right, now, we're going to get for how much down?

00:20:00

Participants: Zero.

James Harris: Zero worth of cash, okay. And if they go (Inaudible), fine, sometimes we have to get (Inaudible) plus, fine. We're going to ask for a zero, now a term is going to be a three year lease without option what?

Participants: Buy.

James Harris: You guys, everything fine, watch. Now, we'll pay \$1500.00 a month, okay. So, let's try to write that down and see you guys get it, and then I'll throw a little box around and put them, sell, all right watch. So now, I'm the (Inaudible) by the way just is so you know okay. Everybody say "I'm at work."

Participants: I'm at work.

James Harris: Since you got to hold back the answers, all right (Inaudible), this is how I teach and train at the three day watch, how much do you buy what's worth?

Participants: \$400,000.00.

James Harris: How much down?

Participants: Zero.

James Harris: what's the term?

Participants: 3 years.

James Harris: And what we're paying for a month?

Participants: \$1500.00

James Harris: \$15000.00, done. We're going to sign a couple of pieces of paper, because everything in the real estate, kids has to be in what?

Participant: Writing.

James Harris: Writing, all right good. We got a lease option to bring (Inaudible) you, and this says that we have 90 days to find a lease option to buy. That's going to be you guys, and if we can't find a lease option buyer in 90 days, it says right here it's null and void. So that means we have no risk, and I'll give you no money so far. Everybody say "oh yeah."

Participant: Oh yeah!

James Harris: Now, since we've been advertising the property, so we can find a buyer, right? So we could put a sign in the window, a sign at the front stoop, a sign on the building. In New York, when I started (Inaudible) years, I put signs right above the front door and I'll show you what is said, so I get people walking by or driving by, stop and I sell things within about five to seven days. I really want to show you how to it when?

Participant: Now.

James Harris: (Voice Overlap) right now, okay. We got some key right now, all right, because we got to find some buyers. Once they sign this, there's not risk, we're just trying to solve their problem, get some cash, (Inaudible) watch. We're going to lease that out with an option to what?

Participant: Buy.

James Harris: And then we have a purchase and sales agreement, that's five pages, just trying to give you the idea. Once we get all these signed in your own name, right?

Participant: No, LLC.

James Harris: LLC, Limited Liability Company. We'll get it notarized; we'll file it out at country clerk's office, now we get (Inaudible)?

Participant: Bridge.

James Harris: Bridge good. Now we got us the buyer, we get it all setup the right way. Finally guys, (Inaudible) show you how to make an offer in real estate. If you do it any other way, you're an idiot, don't. You got to

be sure you're (Inaudible), (Inaudible) you're wasting your time, somebody can take it from you. Does that make sense? Say "yeah."

Participant: Yeah!

James Harris: Now, we need a buyer, watch. Here's the ad, it sounds like this, "Lease with option to buy, no banks, no credit checks, no background checks, low down, low monthly payments, low qualifying. Stop throwing your money away on rent; you're making your land lord rich. Buy this house today with one to five grand down, one to four units available. Hurry, it won't last." Call when?

Participant: Now.

James Harris: Now and your going to get hundreds of phone calls within a couple of days guys, why? Do people want to rent?

Female 2: No.

James Harris: Or do they feel like they need to?

Participants: They need to

James Harris: They need to, why?

Participants: (Inaudible).

James Harris: Their credit stinks, the can't (Inaudible) from loan, they're (Inaudible), how do we get a loan. The banks went 20-30% down right now. So we're going to call the people to get a loan. So if you like people, you're going to make a lot of money, watch. You (Inaudible), watch. You guys the buyer, you're going to call, you're going to say you go and look at the house, okay. Then usually in a couple of days, here's what happen, you get a lot of people calling back saying, "How do I qualify and lease this out and having the options to what?"

Participants: (Inaudible)

James Harris: Fine, here's your qualifying, here's your price, \$440,000.00, so write it down. So we're going to raise the price on this by 10%. Here's why, okay you got (Inaudible), listen, are the estate values up or down?

Participants: Down.

James Harris: (Voice Overlap) flat, it's completely (Inaudible). This \$100,000.00 condo, (Inaudible), house, whatever okay. In Manhattan, we're (Inaudible) well, it doesn't matter. Guys, this \$400,000.00 property about a year and a half, two years ago was worth about \$550,000.00. In two more years, it's going to be worth \$550,000.00. I've been doing this for 23 years, and it's (Inaudible) back there? In Manhattan is in (Inaudible) as hard as everywhere else, but it's still (Inaudible) dead (ph), are you guys with me?

Participants: Yeah.

James Harris: There's a lot. This a really good deal for you, because in two years your going to have some equity. So for our first time home buyer, if they get a house for \$440,000.00 now and let's say two to three years, they have a \$100,000.00 of equity in that property. Is that pretty good for a first time home buyer, guys?

Participants: Yeah.

James Harris: Hello?

Participant's: Yes!

James Harris: That's phenomenal. Everybody say "phenomenal."

Participants: Phenomenal

James Harris: All right, so check this out, so we're going to help you, why? Because we know what we're doing, because we're from Trump, watch. (Inaudible), you got to get some money down, because in the end, you know what's said, low qualifying, low down, \$15,000 qualifies you to buy this home (Inaudible), so write down your down payment, \$15,000.00, okay. There's some people will say, "Holy cow! That's a lot of money." Hmm, (Inaudible) about that. \$15,000.00 down, a \$440,000.00 property, okay, that's 3.5% down for first time home buyer, you tell me. Is that pretty good to get your own place for 3.5 %?

Participants: Yes.

James Harris: That's phenomenal, everybody say, "phenomenal."

Participants: Phenomenal.

00:25:07

James Harris: Those of you guys who are seated, (Inaudible) in the house right now, with 3.5% down?

Participants: Yeah.

James Harris: You can, if you hang out with me? I'll show how to deal a house. Oh by the way, if you're registering right now, I'll show how to (Inaudible), I'm not kidding, okay. I'll show you how to (Inaudible) a home, okay, so check it out. \$15,000 next to that, put non refundable, it's nonrefundable. I will show how to act like a bank. There's a (Inaudible), when you go to your loan with the money down, you can't get it back, are you (Inaudible) say, "Yeah."

Participants: Yeah.

(Voice Overlap)

Female 3: (Inaudible).

James Harris: (Inaudible), you all hear this, watch. (Inaudible), I'm going to take care of you, watch. When I'm done, you come and (Inaudible) one of them, all right, watch. \$440,000.00 it's not renting, assuming they're not renting, they're leasing without a what?

Participants: (Inaudible).

James Harris: That's the difference, right here on the paperwork. So, you're going to give them the \$15,000.00 down, that's going to come off from \$440,000.00 when you close, so they'll credit that back. Is that fair?

Participants: Yes.

James Harris: That's fair, now you're going to have two years, with an option to what?

Participants: Buy.

James Harris: And in their case, \$2000.00 a month, it's like rent, but it's lease money, and you have the first option to buy this. Because right now, if you're just renting, you guys (Inaudible)?

Female 4 Yeah.

James Harris: That's dumb, don't do (Inaudible), you got to (Inaudible) a house. So watch, we're giving them the opportunity to buy it, as simple as that. Now, how are we going to help them buy it? Watch this; you're going to get this, watch, okay. We're going to this thing, let's go over this one more time, so you're not confuse. Everybody write this down. Okay, if (Inaudible) back, how much you're going to buy (Inaudible) on paperwork?

Participants: \$440,000.00?

James Harris: \$440,000.00, okay. How much now?

Participants: 15--

James Harris: 15, none? Now we solved it, now we got that, all right, what's the term?

Participants: 3 years.

James Harris: Two? We got a three over there, I'll explain why. Now, they're going pay us for \$2000.00 a month, we're going to take the paperwork, we signed with you. We're going to—you say, "assign."

Participants: Assign.

James Harris: We're just going to assign to you, you're going to fill it out. You get a copy, I get a copy, you file it, we're done. I don't hear from you, until you get a loan, (Inaudible) just exchange every month. I don't ever hear from you. What do you want to do next? Okay, everybody say "do another one." I'd do another one, if you're going to make (Inaudible) and now you really can understand this, right, okay. The first profit, write down number one, because you guys are (Inaudible), watch. The first profit is the money we made with the buyer (Inaudible) get, okay? All right, now, how much did we buy this for?

Participants: \$400,000.00?

James Harris: \$400,000.00, how much down?

Participants: Nothing.

James Harris: Nothing. Why? Did we give him exactly what he wanted? Everybody say "yes."

Participants: Yes.

James Harris: Yeah. What are you buying for?

Participants: \$440,000.00.

James Harris: \$440,000.00, how much did you get us down to qualify?

Participants: \$15,000.

James Harris: \$15,000, there's only 3.5% down. You know there's only one place to the country you can go and get a house for 3.5% down right now. I'm going to teach you how, watch. So the name of the (Inaudible) guys, you maybe left with \$15,000.00 that was none what?

Participants: Refundable.

James Harris: You made \$15,000.00 cash that day.

Male 5: You (Inaudible) credit back (Inaudible)?

James Harris: Oh my gosh! You guys are—are you guys excited about that? No enthusiasm, let's try that (Inaudible), here, hold on.

[Crosstalk]

James Harris: Hold on. You are. Where did you make a real person (Inaudible), the day we bought it, we should have on paper, you know why (Inaudible)? They don't know how, and they don't, we know how, that's (Inaudible), you got to know how, watch. So, that when you would—we gave you the ability to buy this property, when you gave us some money down, you better get this, we're (Inaudible)

Female 5: Bank.

James Harris: Bank, if anyone's with a bank account (Inaudible) \$15,000.00 down, which is impossible, because the bank's slide 20% down (Inaudible) this. For anybody, in a job for (Inaudible) why? They're broke; they need to get money down, right now. Can everybody say, "yeah."

Participants: Yeah.

James Harris: Okay. So check it out. We're going to act like bank, so by that we're like bank when they give us the money down, it is in that paperwork, I'm (Inaudible) you, that says that this is nonrefundable, fully credited, they even close. So, when you take the money upfront, it's your money, go shopping. Say "yey."

Participants: Yey!

James Harris: It's your money, you made \$15, 000.00 out there, are you excited about this guys? See I told you I'm a zero down expert. Now, you guys done really get it. You got (Inaudible) I have to show you a couple of time, that's why I (Inaudible). You guys made \$15,000.00.

00:30:00

When I started in the real estate in this city, I had a mentor. Her name is Alex; he's retiring in Bahamas right now. Here's why, because he built a huge enterprise, he showed me how to do that and I said, "Alex, I want to be in the real estate, I got to be (Inaudible) when?"

Participants: Now.

James Harris: He said, "Let me show you how to get some upfront money from people and you'll put it in your pocket and then, (Inaudible) a job," that's exactly what I did. All these five girls from Jersey, they all (Inaudible). So its creative guys, what does this mean? It's everything out here right now, has everything changed?

Participants: Yes.

James Harris: Their insane, you can't do those (Inaudible) and go away. This is not normal for (Inaudible), I don't (Inaudible) forever. Okay so watch, you made \$15,000.00, you got some money, okay, good. Second profit, you're paying us how much a month a lease that have?

Participants: (Inaudible)

James Harris: What am I paying you?

Participants: \$1500.00

James Harris: \$1500.00, so you we got a 500 a month times your two year term, which is 24 months, that's another four grand right there, okay. Now,

it's not a lot, you're not getting rich, but is something better than nothing?

Participants: Yes.

James Harris: Everyone say "oh yeah."

Participants: Yeah!

James Harris: Find the (Inaudible), if you got five of these (Inaudible), \$2500.00 a month right now. Hey, that's why you need to work with you (Inaudible). Why? So here's how we do with some investments, okay. So, you guys have \$1200.00, say "yey."

Participants: Yey!

James Harris: Third profit, now here's the (Inaudible), now (Inaudible) this is where I'm going to (Inaudible) your (Inaudible), watch. How do we get the buyer to buy? How does anybody buy? How are you going to buy? Watch, we got to help you clean up your credit, write it down. It's called "credit clearing." So next part of your (Inaudible), I show you guys how to clean up your credit. You next (Inaudible) of your class, I show you guys how clean up your credit, get all the (Inaudible) off your credit board, and get a FICO score of 800 plus, would this help?

Participants: Yes.

James Harris: Hello?

Participants: Yes.

James Harris: And then when you learn that, you're going to have a sheet, you e-mail it to your buyer when they move in and say, "We're done getting your (Inaudible). (Inaudible), and they're going to take that, we're going to hand them another sheet, just an e-mail and it's now 10 steps, 11 steps to show the buyer how to get the easiest, more simplistic loan in America, its called an FHA mortgage guys, write it down. FHA mortgage, these are very easy to get right now for buyers. I'm getting buyers FHA mortgages with credit scores in 500's. You know why? Because George Bush signed it in Bill, October 1st 2008 and it said that anybody right now, they have FHA loan, now all they have to do is qualify them. It's not very hard. We get people in New York right now and then (Inaudible) property of a \$675,000.00 for (Inaudible). That's unheard of, and they maybe making a \$125,000.00 a year. It's not for low income people anymore, Obama, guys he signed the bills. Everyday he signs a bill. Did you hear about the \$8,000.00 tax credit?

Participants: Yes.

James Harris: For people who buy by December, now he knows that he can use as (Inaudible) down payment. Everybody say "yey!"

Participants: Yey!

James Harris: (Inaudible) right now, you're a fool, let's find a house. There's buyers, there's so many reasons to buy that house, it's unbelievable. That's why buyers come out in truckloads, and then they just need (Inaudible), that's when you come in. Does that make sense?

Participants: Yeah!

James Harris: That's a lot. So you guys are going to pay (Inaudible) \$2,000.00, \$1500.00, you get \$500.00 times the 24 months, (Inaudible) blow,. Now, when you call us up, now only to remember they move here guys to this place called (Inaudible), the house (Inaudible), it doesn't have—when they moved in, when could they buy it?

Female 6: Now?

James Harris: Everybody say now!

Participants: Now!

James Harris: Yeah, you got it, good job, you can buy a house, but they might have to clean (Inaudible), they're going to (Inaudible) a loan.

Participants: (Inaudible)

James Harris: So let's say (Inaudible), 2 years. Take (Inaudible), well, let's say it take him to you, (Inaudible) you make that (Inaudible). And all of sudden, they say, "Hey, I finally cleaned up my..." what?

Participants: Credit.

James Harris: And I got the whole—hello?

Participants: (Inaudible)

James Harris: I'm ready to close. What are we going to say?

Participants: Yey!

James Harris: [Laughs] pretty close. Hold on, (Inaudible) let's get it right, "fine."

Male 6: Fine.

James Harris: "No problem."

Participants: No problem.

James Harris: That's (Inaudible), that's in the script, you'll see it says "fine, no problem." And then we're going to (Inaudible) over our turn and then it go right to the house, you didn't have to go. You have to go to the closure. Here's why, you going to stay at home with your family, because that's where you should be and the attorney will do the

closing. What's going to happen, worst can happen if they (Inaudible) way for example, this is called "double escrow closing" guys, double escrow closing. Now what happens is, let's see who's listening, by the way, did you know this is Donald's new real estate (Inaudible) program, that's when you guys are so in the interview (Inaudible) right now. (Inaudible) another, did they tell you that advertisement now?

Participants: No.

James Harris: Oh yeah. I didn't really (Inaudible) all right now for this new apprenticeship program. I'm looking for the next people who are (Inaudible), I really am; okay, now watch, here we go. Let's see who's listening.

00:35:00

James Harris: How much did we borrow this on paper for?

Participants 400.

James Harris: And what was it worth?

Participants: 450.

James Harris: 400? So how much did we get down?

Male 7: \$50,000.00

James Harris: Nothing. We gave it nothing. How much did you buy this from us on paper for? 440. How much down? 15. We'll credit the \$15,000.00 back so you only owe us \$425,000.00 when you go to close. So you'll bring your cashier's check with the \$425,000.00 from your bank with the FHA leverage. You'll all be doing that for a close. Later that night you've got to show up and you just pick up your check for \$400,000.00 and we make the backend money which is what?

Female 7: \$25,000.00

James Harris: \$25,000.00, you've got to deposit that though in the international hip bank, where is that? That's right here. That's your hip bank and that's the best thing I know. Are you with me say yes, so check it out, it's going to your hip. Really you're going to get a fax he next day with a check and now you'll move it down to your LL—

Female 8: C.

James Harris: You've got it. So let's add it all up, what did you make on this thing, \$15,000.00 (Inaudible) over 24 months and then got it back and went with the 25 so you made \$52,000.00 on a property. We gave them exactly what they wanted, this was a down market, we hardly use any money, we didn't have our credit checked and we didn't get a loan. We take what we just did again, there's that time, I just literally

changed your life. We literally helped somebody get some money. We solved their problem. We helped somebody go from renting status with states to buyer. And the American dream is to own a home, would you guys agree? Yes, that we got and paid for it, that's all you did. That's called real estate investing. You like the idea, say yehey. Okay now how do we do this right? Okay let me explain, you guys are going to have a lot of questions? Okay, we have heard about leasing out a car, can you lease out a car?

Male 1: Yes.

James Harris: Can you lease that? Okay so let's talk about that, okay. Can you lease out a blockbuster video? And then come back to the store and say, I love this movie, I'm going to buy it. Can we do this?

Female 2: Yes.

James Harris: We can do this. All right, watch, can you lease out furniture? Could you lease out, anything you can lease out? Anybody ever hear about it, (Inaudible). There's a lot, like used cars for example, when you lease out a car, right? There's two ways to buy a car, the first way to buy a car is to go into the dealership, you get in your car, put some money down, take out a four year loan. And then you drive down, you feel free to drive the car. The second you hit the street though, where did the value of the car go? Because you lost 30% of your money the second you sign that paperwork. Don't ever do that guys, foolish people do that. Why would you lose 30% on your money, don't do that. I want to have a nice set of wheels, you live in the city, you have a car already. But I want the license plate to say paid for. Isn't that nice?

Participants: Yes.

James Harris: Okay, so the second way to buy a car is to lease it out. You sign a lease agreement, you lease it out in 36 months, you just have got to pay that lease amount of money every month. At the end of the term, you hand it in, you buy it, trade it or you just leave it, right? Okay so watch how that works, you tell me, I'll treat you like this--let's do this as a team, watch. When you first sign that paperwork to lease out a car, you've got the whole balance of the car there in the 36-month lease.

Male 2: No.

James Harris: No, okay can you drive it?

Male 2: Yes.

James Harris: Can you wash it?

Male 4: Yes.

James Harris: Can you put gas in it?

Male 8: Yes.

James Harris: Can you smoke in it?

Male 9: Yes.

James Harris: Can you drink in it?

Male 6: Yes.

James Harris: No guys, you can't drink in this car. Seriously, you can't drink and drive, don't do that. Okay, you can drink water in it. All right well you can pretty much do anything you want with the car during the 36-month lease, would you guys agree?

Participants: Yes.

James Harris: How can you do that, it's not your car, you don't hold title to it, you're just leasing it? Let me tell you how, you've got to write this tern down, it's called equitable title. Everybody say equitable.

Participants: Equitable.

James Harris: That's the legal schmigle term, equitable title, means we don't own the car, we control it. If we control it, we can do whatever we want with it, you can drive it in the east river. I'm going to show you how to do the same thing with real estate guys. So by helping people, you can control the property, we help landlords get some money for them, we help buyers buy their properties and get out of rental status and at the same time, I don't know about you guys, you can get rich and that's how I got rich and I still do today, over and over again. So what you really just had to do is just watch, okay?

00:40:07

It's called the six figure options system, let's write this one down, because this is what we want you to do. I virtually have to do one of lease option deals a month. I used to do it in New York City, Brooklyn, Bronx, Queens, and Sunnyside. In fact I still got—I still own a lot of these right over Sunnyside, right over in Jersey, the oranges (Inaudible) all of this guys, you take anywhere right? All right, so if you didn't want to loan, you follow a system next weekend, you might have over \$263,000.00 in the bank, the second year \$626,000.00 and then by the end of the second year to the third year, you can give (Inaudible) and break your laptop, it takes you three hours next Sunday, I've got to get a deal, you will buy \$2 million worth of real estate, no guarantee, you've got to show up, and learn how to do it. But if we could buy \$2 million worth of real estate in the next two years and help people, what's going to happen is you could have a lot of money in the bank because this is what I wanted to shoot for right there. So everybody write down this third number right here. So the question is if you did have this in three years, it' right here. Do you

guy's shop ever at the mall? Okay, let me repeat that, did you guys have this right here? Right here? Did you guys shop ever at the mall?

Participants: Yes.

James Harris: Could you actually just—okay, could you do this, could you go and walk out of the mall?

Female 3: Yes.

James Harris: You can go in the mall and go again? So that's what I wanted to shoot for and the reason you have been very excited about that number is, listen to me, I'm your mentor right now, this is where I turn a four men board, you don't believe you're worth it.

Male 1: Yes.

James Harris: Are you kidding me? If you don't believe, something is going to happen. So my job, as your mentor is to get you to what? Believe guys. You've got to believe, guys. I work for a billionaire. I had some success with this priority part. All right check it out, we're going to help you save a lot of time, wouldn't that be cool?

Participants: Yes.

James Harris: All right so check it out, are you guys having fun?

Participants: Yes.

James Harris: All right, I'll give you one more strategy, you want one more?

Female 10: Yes.

James Harris: Okay because I want to know something. I can stop right now. I can just walk out, you know why? I told you \$25,000.00 to \$50,000.00 that I was going to show you how to make and then assign this, that's three months. If you do one assignment well, you learn how to do one assignment right there, you can make that 25, if you do one lease option and you make that \$52,000.00, you're up \$77,000.00 in years, on two little bread and butter deals and you know what you did? You helped some people. So I hope you guys realize, if you like people, you get approached. You have to go for the big checks. You're never going to get ahead making \$500,000.00 or \$200,000.00 a year, it's never going to happen. You have to find a way to go for the big money. Are you with me, please say yes.

Participants: Yes.

James Harris: Last one, owner-seller financing, there's all these other strategies. Owner-seller financing, let's write that down. Get out a fresh sheet of paper. Okay, now this one is a little different so write it down. You guys got a house for \$400,000.00, we're going to offer you \$385,000.00, \$385,000.00 you're going to hold the loan. So this is

when the owner holds the loan on the property, they're going to act like the bank and then we're going to act like a bank so that the buyer is just transferring the paper, watch, okay. Now there's a couple of reasons why the people will do owner financing right now like crazy, I'll give you a couple of reasons. Number, I'll say Charlie, you're really worth 10. I see you renting out your condo, (Inaudible) single family home, (Inaudible) town house, whatever. No James, I don't want a tenant. Every time they move out, I have to put thousands up so the place can get cleaned up and sometimes, they never paid the rent on it.

Male 5: Time.

James Harris: Okay so how do you sell it to me, I'm the buyer and I'll put money into the place and I'll even put it in writing. All right James, how does that work? Reason number two, go to seller financing right now in this kind of market, more than I've ever seen and I've been doing this since 1988. I'll say Charlie, if you sell it over 400, what are you going to do with the money? You going to go play the stock market with this stuff? Oh no, no, no James I lost half of my retirement on the stock market. What I'm going to do is I'm going to go down to Citibank and I'm going to put it in my money market account they're paying 1.2% annual right now. So I say Charlie, 1.2%, that's disgusting, that's horrible. Why would anybody just get 1% or 2% on their money, that doesn't make sense. I say Charlie don't take the money to the bank. The bank can't give you enough interest. So I'll give you 10% interest on your money and I'll put it to the monthly check, if you let me buy it from you (Inaudible). Usually they say this, 10% on the value of the home, I'll give you back the amount of checks, now is that pretty good?

Male 10: Yes.

James Harris: No? Lucy I want you to get the term right. Everybody say phenomenal.

Participants: Phenomenal.

James Harris: Okay, so I'm going to show you how to get people by 60%, 70%, 80% federal interest than the banks could give you right now. If that's creative, you can all nod. So usually they say okay, James, that sounds good, what else? Charlie, if you sell the house in a down market for \$400,000.00, you're going to have to pay capital gains taxes on any market you paid for. Does he?

Male 4: Yes, yes.

James Harris: You have to do so because you pay them the same. Now, if you come to Trump University, we're going to show you how to pay little to zero taxes. Would you like that?

Male 5: Yes.

James Harris: Hello?

Participants: Yes.

James Harris: So they'll say James, how much tax? It's 30% you've got to get on tip, that's \$120,000.00 out of 400, you've got to give it away? You know what they say? I want to save \$120,000.00 of my money. All right James, how do we do this? So what we want to do is give them a couple of reasons why they should hold the loan, does that make sense guys?

Participants: Yes.

James Harris: I got it in for you, (Inaudible) okay? All right, so here is how this works, we're going to ask for a little discount, you're going to be the bank, you're going to hold this thing okay? Now are there people out here guys who own properties straight and clear, they paid them off over 20, 25 years (Inaudible) mortgage on it. Does this exist?

Female 2: Yes.

James Harris: They're all over the place. So check it out, (Inaudible) find them. We have to find them. In fact (Inaudible), you had to find the money. Now, watch, 385, he's going to ask for money down, so we're going to give \$5000.00 down, write it down. Because he's acting like the bank, the bank wants the trust right? So we're going to give him \$5000.00 down. James, how do we get \$5000.00? Where are we going to get that? I'm glad you asked. (Inaudible) stuff. What we're going to do is we're going to take the \$5000.00 out of the \$15,000.00 our leaser option buyer gave us on the deal before and I'm going to put it down over there.

00:47:00

James Harris: That way, I can secure that deal. I'm going to have to make money on this owner seller financing deal. Guys, I'm choosing OPM, what's that?

Participants: Other people's money.

James Harris: When they moved in, that was non what? That's our money, are you guys okay with that? Hello?

Participants: Yes.

James Harris: So you like that? Some of you aren't responding, some of you aren't even taking notes. Are you out of your mind?

[Laughter]

James Harris: Everybody here just sat down, that's unbelievable. Check it out and watch. I was going to give you some buy in, you guys can write it down. How about we did the \$5,000.00 off--you don't want to take

that out of the lease option buyer. How about I take it off one of these? What's this? What is this?

Participants: (Inaudible).

James Harris: That's a (Inaudible).

[Laughter]

James Harris: I'm playing with you. I'm sorry. It's a credit card. So how about if we take the \$5,000.00 off your credit card and put it down on here, won't that be smart?

Participants: Yes.

James Harris: Hold on, let's talk about it okay. We're family, let's talk. Don't be mad. We're family. I'll take the \$5,000.00 off of your credit card and I'll put it down over here. If I don't get you 100% return on it, \$10,000.00, I'll give you \$20,000.00, is that fair? Hello?

Participants: Yes.

James Harris: So watch out, it's here, in fact, let me do this. Why don't we have some fun? You guys want to have some fun?

Participants: Yes.

James Harris: Those of you in the back, say yes. Say yes. Check it out and watch. Write this down, whoever wins, we're going to have a contest. However wins, Denise has a Trump University Think Big t-shirt. She does. I didn't ask her, I hope she does. What do you want? (Inaudible) If you want the shirt, say yes. (Inaudible) 10 things you just used your credit card money for that you made a lot of money on. Go.

[Conferring]

You don't have a credit card. That's not my problem. Hold on, so you guys aren't making money with this stuff. So let me tell you this, okay. Let's talk. You see this card right here, you see this card. Do our school systems teach our children (Inaudible)? No. Do they teach them how to use this?

Participants: No.

James Harris: Our school systems teach our how to use credit cards. What school did you go to? In this school, does it tell you how to use this (Inaudible). You like the idea.

Participants: Yes.

00:49:56

James Harris: Watch, I'll put \$5,000.00 down over here on your credit card. Even if you paid 20% of your sum, I don't care, you know why? (Inaudible) So watch, you have to pay for this. Watch, \$5,000.00 down. Now, in our contract, that's fully refundable because we're just trying to help them out. You guys have to see this, their fanatics. And, we're going to credit on the three months when we go to buy. So everybody understands so you don't have any crazy questions later. I know some of you know. Here we are. 380. So when I owe you 380 when we go to buy. We're doing to do a 20 year term with you. So write your term down, 20 years. Then we're going to pay you \$1700.00 a month. Because when I ask you to do that on a mortgage calculator, 10% of 385, Amber's (Inaudible) in the 20 years, what happens is that comes out to \$1700.00 a month. It's actually \$1748.83. Let's round it off to \$1700.00. So let's go over the numbers one more time so you guys get it. Are you guys (Inaudible)?

Participants: Yeah.

James Harris: Hello?

Participants: Yeah.

James Harris: Write it down. Watch. How much are we (Inaudible) the seller for on paper?

Participants: 380?

James Harris: 385. What's the property worth? 400. How much down? 5. What's the term, 20 years. And how much interest did we tell he we would give him? 10% on the (Inaudible), that's \$1700.00 a month. We're going to sign the contract with the seller. We're going to have and/or what after the LLC? Assigns. Everybody say assigns?

Participants: Assigns.

James Harris: That way, you're going to assign it to you. Here's what we're going to do, we're going to get a note to file it down and you have it (Inaudible).

Participants: No.

James Harris: Here, we go, owner seller financing. No (Inaudible), no background checks. Low down, monthly payments low, (Inaudible), here's the check. It's not a trick technique. Stop paying rent. You're making your landlord rich. Don't go to the banks for a loan. They want a 20 to 30% down. Buy our house today, owner will finance with 5% down. Hurry, won't last. Moving special this Saturday, call me. Now, how many calls are you going to get? She's going to get a boatload, you've got to be ready. Is this making sense now?

Participants: Yes.

James Harris: Now, watch, you guys are going to call. You're going to go, we want to get it. How do we, what do we, where do we, what do we need. Here's your price, 440, write it down. I'm using the same numbers so you don't get confused. 440. They're going to use \$20,000.00 down. Here's why and let me give you a little--this is a little secret. I need to show you how to find a list of people around the five rurals where you're going to do your business guys. I have worked with people that have been prequalified for a loan every week so if you get that list, you can see all the people that have been prequalified and it is advertised to them and (Inaudible) how much you have. You use advertising and then they just call us. They don't care (Inaudible). If that thing helps most of you guys. You've got to find a list. You've got to build a list of buyers first. Does that make sense, say yes.

Participants: Yes.

James Harris: So you guys are going to give us \$20,000.00 down and nonrefundable, take off the 440 when you close and you have 20. Now, your term, here's the secret of this. It's 12 months. 12 months. (Inaudible) You guys want to wait 20 years for your money?

Participants: No.

James Harris: When do you want it?

Participants: Right now.

James Harris: So they're pretty (Inaudible) for tomorrow. It's obviously now. If they're prequalified, (Inaudible) because they might have to move out of the place and they would have an additional (Inaudible), whatever. So I got 20 years with you. Do you guys see that's why I'm giving 20% on each selling--I'll give you 20%. I don't care because I'm going to sell this very quickly. So we're going to give you 12 month turn. You have at lease \$2200.00 a month. So let's go over this one more time so you guys understand this. So how much did the buyer buy this from us on paper?

Participants: 440.

James Harris: How much there?

Participants: (Inaudible)

James Harris: What's the term, 12 months. 12 months with them and 12 months (Inaudible) and you guys are paying how much a month? 4200. We're going to assign all the paperwork to you. You guys (Inaudible), you're a home owner, you're just waiting to get your loan. We're done with that deal. What do you want to do next?

Participants: (Inaudible)

James Harris: I can give you a (Inaudible), the other day. Everybody say, do at home.

Participants: Do at home.

James Harris: Whatever, who cares right. We're all going to make money. Let's go to that. Let me show you this. (Inaudible) watch. So the first profit is this. You guys got it? How much did i--? Boom, here we go. Now, you're going to get--

00:55:04

(Inaudible) Don't get mad, on your what?

Participants: (Inaudible)

James Harris: How much did I give you down to qualify a buyer for 385? \$5,000.00. remember we took off your--

Participants: \$5,000.

James Harris: How much did you get us in?

Participants: 20.

James Harris: So how much did we make that day?

Participants: 15.

James Harris: 15, you put the \$5,000.00 back on here, we used their money to do that and you're going to call the back and ask them for more money, a larger amount of-- are you going to be saying yes? You just made 300% return on your VISA card. Can you help these people out? You're not enthusiastic about that at all, there's nothing going on in this--you guys are excited about earning 300% return on your credit card (Inaudible). Did I just teach you how to make money with us?

Participants: Yes.

James Harris: No, I showed you how to get rich with this. Watch. You made \$15,000.00. For real guys, I've been doing this for 23 years, I still do it. Why? It makes sense. Why don't we take this and go buy junk with it that goes (Inaudible). Use it for this, use it to help people. You're making 300% returns. So you made \$15,000.00 again the day the moved in. Say yes.

Participants: Yes.

James Harris: We're going to set the profit. You're paying us \$2200.00. That covers the \$1700.00 and you get another \$500.00 a month. Say alright.

Participants: Alright.

James Harris: That's only by default that we make the \$6,000.00 and not get rich. (Inaudible) I just say, we're going to get to this one. I'm showing you how to make money when?

Participants: No.

James Harris: Then the last pay on (Inaudible), is this, we bought it for 385 and I gave you \$5,000.00 down, you guys want it for 440. In 12 months, I'll call you and say we cleaned up our what?

Participants: Credit.

James Harris: We got our loan. So we're ready to go. Say what--

Participants: (Inaudible)

James Harris: Listen, don't be mad, you guys are right. This is bad. You know what they're going to say when you say are we ready to close? Everybody say fine. No problem. Here's the (Inaudible) your homeowner. Thank you and you guys are going to close. You're going to take \$20,000.00 off the 440. Now, it's 420. We take the \$5,000.00 to make it 385. You only owe 380. You just made another \$40,000.00 apart from (Inaudible). Everybody say wow.

Participants: Wow.

James Harris: You hold up. That's going to be delivered to you and the only thing I need you to do now (Inaudible) CNN. When you stay at home, you don't really close it but you don't have to--just let that fill up the check so you will get over (Inaudible) in the envelop but this sign is going to come from FedUp because Federal Express with UPS just merged. They just merged. Did you hear about this?

Participants: No.

James Harris: Yes. They called the company FedUp.

[Laughter]

James Harris: If you didn't get it, forget it. So you're going to get shares for \$40,000.00 and then we'll add that to the 15 and 6. You actually made \$61,000.00 on this property alone. We hardly used any money. We didn't use our credit. We didn't get a loan. Here's what you actually did and I know I'm having fun but I want you to look at me right now because I'm very serious. You actually held up a lot because you are smart. You helped people, it's as simple as that. Now even if you hate people--I'm still going to show you how to be rich because I'm looking at a few of you (Inaudible). Alright we're going to (Inaudible). There you go. Watch. Are you guys having fun?

Participants: Yes.

James Harris: Okay then. Did I teach you something?

Participants: Yes.

James Harris: I just came up with this. Hold on. So you've got three strategies I just went over. So let's have it all out. I want you to write this down. Tonight, you're going to go look at this. It's for your doing. (Inaudible) there's no reason you guys don't need to do this. You just can't be skeptical. If you're skeptical about this, you'll lose. Everybody in the real estate business knows that. Do one (Inaudible) for \$25,000.00. You do one lease option deal for 52. Write it down. Let's add it all up. \$25,000.00, 52 and then you do the owner seller financing deal, for \$61,000.00, add it all up. How much do you have? That's \$138,000.00 (Inaudible). That's \$138,000.00. Would that help you?

Participants: Yes.

01:00:00

James Harris: Will it? The next thing we're going to do very quickly is I'm going to show you how to borrow money. If we can borrow the money and get a loan, you can do anything in real estate. Everybody write down hard money lenders and investors. Let me show you how we work. Watch. If you go to (Inaudible). Let's say you guys, you want to get a loan. You have got to go to the bank right now. Like a normal bank, Wells Fargo or Bank of America or Chase or whatever. Even if you look perfect on paper, they're going to ask you for 20% down. No matter what, so if you want to go buy at \$300,000.00 farm near the city, drive and get a loan with (Inaudible), you've got to loan \$60,000.00 and it's going to take them two months to approve you and then in two months, they're going to say this. You are not qualified and then you just wasted your time and you'll never do real estate.

Watch, that's not where we're going right now. We're going to hard money lenders. Here's how we work. We'll give you a 12 month term loan, 12 months. We're going to charge you 12 to 20% for the money. We'll give you 100% financing, possible, no guarantees. 100% financing. We are looking for 65% LTV. That's loan to value. Write it down. LTV. If you're going to receive the 5% LTV, now, there's \$100,000.00 house, you buy it for \$65,000.00 and that's 65% LTV. That's what we're looking for. Now, we want three months. Interest only payments on our money. So we have three months in first but you don't get the loan. They'll lend you the money to buy the property and fix it up so you can sell it. That's where we go to get money guys. It's called creative financing. If you're not creative right now, you're not going to get a loan.

The next thing we're going to do is this, if you have equity on your home, you're going to set up a HELOC. Does everybody know what this is? Home equity line of credit, so you put your equity on your HELOC and then you can write a check and use your equity for real estate. Down payments, service money, fix ups, rehabs. But if they just say you can do it, it's (Inaudible) in the account. It looks like a

checking account. You write on it and you leave it there and you use it as leverage. Everybody say leverage.

Participants: Leverage.

James Harris: So if you want to borrow money from private money, you can show them a lot of equity and the home equity line of credit and you can use that as leverage. So if you have \$500,000.00 of equity, and HELOC, you know, they will give you a loan. A lot more money. \$500,000.00, they will give you a \$250,000.00 loan based on just equity. So if you say (Inaudible) loans, show me how. If you have a checking, savings, money market money, then that means you have cash in the bank and you have let's say a 401k or IRA from (Inaudible) and stuff like that, you know when you set that up, it's called an outside method and then there's no penalties and fees and you can use it for real estate. Leverage, we can borrow money and then you can base it on what we have. So I'm just getting your little secrets that the rich do, that's why the rich get what?

Participants: Richer.

James Harris: Okay grab (Inaudible), I already showed you. We're only going to use that for things that go over in value. We'll use it for real estate. Okay. Did you learn how (Inaudible), I will show you how to get the loans guys. Anybody can get a loan. You just need to know where to go. I was getting loans at 19 why? Because I knew where to go. What I'm going to do is show you how to find something like this. This is a fourplex. It's got one, two, three, four units. You see this right here. You guys see this right here? Okay, that's free air conditioning because this place needs a lot of work. We have (Inaudible). Have you guys seen something like this?

Participants: Yes.

James Harris: A mess right? A dump. Most people go argh, who lives there? (Inaudible) You're going to want this one. Watch. Let's say you come to class and you learn how to do this, you find one intact. You know what, when I'm done, that's exactly what I want you to go find. Go find this kind of place.

Participants: That's not what I'm looking to buy. Let's buy something else.

James Harris: We're going to buy something else and I'll show you how to make others do. Watch. We can (Inaudible) and you can seek out whatever you want, is that okay?

Participants: Yes.

James Harris: Because we're going to get a bunch of these. You're going to get an appraisal, write that down. We're going to get an appraisal. Everybody do a title search. Right now. Guys, do a (Inaudible) right now. You're an idiot for not writing this down. I (Inaudible). I see you not writing down, I can call you an idiot. Appraisal, title search.

Look we can get this from the bank for \$60,000.00. This is called an REO. What's that? Say it for me. Real estate owned.

01:05:00

James Harris: By who, the bank? Now, do the banks want to take their properties back? No, in fact they can't have any more. They can't throw it back anymore. The banks, because they have too many. There's too many bank owned guys. The banks can't take back. If they take them back then they're just sitting there. They've got mortgage money owed and they need that mortgage money to pay Fannie Mae and Freddie Mac. Because all the banks in this country borrow money from Fannie Mae and Freddie Mac. Now, you know and then they lend it to us at a higher interest rate. That's how they get rich and we're going to do that same. Say yey.

Participants: Yey.

James Harris: What are the banks in business for? What do they do? They launder. Lending. They lend money. They don't pay properties back. When they take it back, they would be billed when?

Participants: Now.

James Harris: So this one (Inaudible) what do you want us to do so they came to our class. A 26-year-old girl, third grade teacher. Never did real estate before but she listed. Paid for her bills and for her tuition. She just followed instructions. (Inaudible) \$60,000.00--you appraised (Inaudible) 175. I'm going to ask you guys a question, listen to me. You see this little part here, you see this thing. If we can buy under 60, and we can fix it up and make it look like this, is that going to be different?

Participants: Yeah.

James Harris: Watch, we can sell it for 175, any more than 60, you've got money.

Participants: Yeah.

James Harris: Boatloads of cash. So what you've got to do, you've got to get a general contractor. This is your next step, a handyman. (Inaudible) we're not going to do that. We're going to be the deal maker. Does Donald Trump use a shovel? No. He uses a (Inaudible). We're going to start (Inaudible). There's already been a price. That's what we do, we get it up. \$60,000.00, 54 to fix it up. We need 114 (Inaudible) based on loan to value of 175, the loan is 114. To value is 175, at 65% LTV. Say yey.

Participants: Yey.

James Harris: And you're going to go submit your form to a hard money lender or private money investor. Next week in class, I'll show you exactly how to do that and who they are and then you're going to have good stuff.

Put it in nice after repair value condition, that's called ARV. Everybody write down ARV and then, we're going to have (Inaudible) buyers and then when they give us \$2000.00 more, (Inaudible) why, welcome to Trump, you sell it for a little more because we're in a down market. If I can show you how to roll these numbers guys, I can get one of these checks coming in this year, just one this year. Be honest with yourself. If you get one of these this year, from a buy, fix it, flip in 90 days just like this girl, is this an (Inaudible) guys?

Participants: Yes.

James Harris: So I want you to write this down. I've got five year rehab to retirement plan. Five year rehab to retirement plan. We're going to do four deals are year. No five year (Inaudible) can do these two. If I get you guys the \$1.1 million, hypothetically speaking, no guarantees, you've got it in Donald Trump guys. I'll show you how to get that in the bank in the next five years. Is this going to help, say yes.

Participants: Yes.

James Harris: Robert, you did 10% on one deal. Guys, let me show you the checks we have here, see the (Inaudible), look at the checks. Are the checks we get--they're so large, I want you to know something, it takes two hands to hold them up. Here's your numbers. Check it out. When I say-- you have to be absolutely--I don't care who you are, who you don't think you are. I'm going to say something. Don't be mad at me. If you don't know what it takes to have these properties right now, you're insane. There's something wrong. There's something loose in your head. We're seeing real estate at prices that you'll never see again. You'll never see it like that guys. I got started in 1988. Was anybody in this room around in the late 80s? Anybody around in the late 80s? You're a bunch of lying dogs back here. I can tell you guy guys were in the 80s. Right?

Participants: Yes.

James Harris: What was going on back then? '87, we had the crash remember, Wall Street crashed, real estate crashed. People said don't buy real estate. I got stuck. (Inaudible) 1988 is where I started. Everybody said, we're going to crash. Don't buy real estate, you'll lose money. I said who got hurt? What crash? You know what I did, I went to work. I didn't listen to the news, I didn't listen to the media. So I'm actually everything's fine right now. Everybody say fine.

Participants: Fine. Donald Trump is on Larry King Live a couple weeks ago telling people, I've never seen real estate at that price before. He has never seen it. In 50 years--

01:10:00

James Harris: A lot, Countrywide is going to do a billion dollar in short sales. Why? You want to learn how to do a learn short sale. Watch, the banks are selling their houses for 70% off. (Inaudible) Washington Mutual so

what that means is this guys. You want properties out here, this (Inaudible), you need to live with it. You've got properties in the city that are worth about \$700,000.00 or \$800,000.00 right now that will even pick up for 375, 400, 425. Why? Because the banks' have to get rid of it, they've got to let them go, they're letting them go so what they're doing is they're discounting the loan so they're taking less than what is owed because their money's insured. You just write it off. Are you with me say yes.

Participants: Yes.

James Harris: Why don't we go have a deal with it? It's called a short sale. It takes a couple of hours each year. So here's your goals and write them down. We want to get you out of debt. If we can show you how to go out and do a couple of hundred deals guys, this year, you pay off your credit cards, start paying off your loans. Let's say you take the next three to five years and you really learn how to do this real estate stuff okay and you get all your big bills paid off and you just have basic bills everywhere and you've got \$20 million a month coming in. You're out of debt. Can you live a less (Inaudible)?

Participants: Yeah.

James Harris: If people come up to you with this thing, they say (Inaudible) what are you doing, where do you get the energy? Is it vitamins? Do you take (Inaudible)? Is it a vegetable, what is it, where do you get it? Do you know what it is guys, in fact I had somebody in Miami ask me if I was on drugs. I'm not, I'm out of debt, I don't have any debt, I don't want any debt. You wake up in a good mood. Are you with me say yes.

Participants: Yes.

James Harris: So here's what I want you to write down, there's a book, it's called The Millionaire Next Door. I want you to read it. There's another book. It's called Think like a (Inaudible), I agree with him. You just have to think your way to rich. If you think you're rich, you're going to get rich. Does that make sense guys?

Participants: Yes.

James Harris: So let's get out of debt because you know you've got a million dollars to retire and here's what the (Inaudible) does. You want to save today, it's said that if you owe a million dollars to the bank in cash, if you want to retire at 65, then you want to live 20 years longer to be 85, you know you're going to spend \$50,000.00 of that money during retirement and 85--20 years, you're back to zero, you're broke, if you have that laying around now. So you tell me, is that a lot of money. No. So if you don't have a million right now, you've got some work to do. I'm not (Inaudible). You've got some work to do. I don't know how to say it (Inaudible). My mom, my story is here guy. She's still my best friend. She was addicted to pain killers for 17 years and she closed the (Inaudible) and she goes, yes, I got my first social security check.

I said I have to take a look at this and so I went over to her house and I looked at the social security check and basically, it was (Inaudible). You know why? It was \$981.73 my mom is going to get for busting her hump in the hospital for (Inaudible). So I said mom, what are you doing to do with the check. She said that's why I called you over, I'll send it to the church every month. They're going to build a new wing and I want that to happen in my (Inaudible). I said, the reason she's able to do that is because she doesn't need the money. 12 years ago, I go her clean and I got her into real estate so she does a couple of those a year. That's all she needs. I want you to think about this and double check on this. You're not going to get your social security check guys. Social Security Administration has this (Inaudible), they're gone. So in 2014, it ain't coming. Let me ask you, is \$984.73 (Inaudible) retirement, is that enough?

Participants: No.

James Harris: It's not enough for a week. It's not enough. So check it out. (Inaudible) anyway so don't rely on it. I definitely don't want this to happen to you. My two little boys, Jake and Max. We were going to McDonald's because they wanted those Chicken McNugget things because they like them and I buy it for them once in a while even though I know they're really not chicken. We went through the drive through and there was this little voice that takes our order and the nine-year-old Jake says, hey dad, that girl who took our order, she sounds like she is in my third grade class. I said no. He said really. So we drove up and I usually give Max who sits right behind me, I used to give him what to pay so he could count it back. Get the correct change and all that stuff and he's got (Inaudible) it's still not working. I went to pay this time. I didn't give it to Max because there was a hand that was waiting for my money. I grabbed her hand and I said, mam, how old are you. She said, I'm 71 years old working at a drive through.

01:15:00

James Harris: I gave her every dollar I had. I said I want you to take this. Here, just take it. Don't hesitate and just get out of McDonalds now, get out of McDonalds. Please make sure I get my order. He gave Jake the food. He said dad, why did you give that lady all of your money? I said because Jake, she's not working in McDonalds because she likes people, she needs the money and I wanted to see if I can get them out of there. Now the reason I tell that story is this, listen to me, I'm not attacking you, that lady at the drive-thru at is 71, that's you. That's you guys. If you don't stop, if you don't change, because if you're-- listen to me, don't be hesitant. If you're sitting in this room today, you do not have a plan, you are struggling, you need more money, yes or no?

Participants: Yes.

James Harris: So nobody fakes at the words except one. You're sitting right now going, that's right. What do you have on a plan? Do you have a million dollar plan right now? Okay I have it for you, I have it for you. They have another guy on CNN, they have a special on a 72-year-old man. He had a million dollars when he was 60 years old when he stopped working. At 72, they had a special on him because he was celebrating his new job. \$10.00 an hour sweeping floors because he was broke. Not enough guys, it's not enough okay? Write this down, we're almost done. I'm going to ask you to write this (Inaudible) in a couple of minutes and it's up to you, whatever you want to do? And I want you to go home and you're going to start with this together, watch. We're going to do an orientation in the back when I'm done. We can give you 10 strategies to do this, watch. We're going to find 10 properties, I'm going to show you the ones to fine. We'll do that in the back before you leave and we're going to do 10 lease options. Everybody say lease options.

Participants: Lease options.

James Harris: Now it's worth 400, we're going to get it for 300 okay? We're going to hold on to these properties. Everybody say hold.

Participants: Hold.

James Harris: So you have these lease option buyers and we're going to hold. So in two years, do you think the values of real estate in the New York City area, it will start to go back up?

Female 5: Yes.

James Harris: Yup, it's starting right now. It's curving right now. So two years we'll sell it, you'll have \$100,000.00 profits, high end properties, at least you have an extra million for a retirement. Would that be okay?

Participants: Yes.

James Harris: And I'll show you how to do it with hardly any money, no credit checks, without getting a loan. We're going to utilize OPM which is what?

Participants: Other people's money.

James Harris: Other people's money. So when you go home tonight, you've got to go write yourself a million dollar check, you do, no excuses. You're going to write that million dollar check, write it down. And you're going to sit there with the checkbook out, write out a million dollar check with your name. Okay, you can't cash it yet. You've got to put it on the mirror—and you're going to look at that check every night when you're brushing your teeth and every morning, you know why? That's what my mentor did with me right here guys, right here, downtown when I started in 19. He said Jim, I'm going to show you how to do this, you've got to bring that million dollar check tomorrow, otherwise don't show up because that's your goal. And I said fine. I

went home, I drew it on a grease board. I wrote me and my family deserve this, I will not falter, I will not quit until I get that. That's why I get paid, because that's been through my bank account many times, cycling over time, I don't have a qualification or a PhD guys, okay? But I did eventually go get my MBA and it's called a massive bank account. Would you like one?

Participants: Yes.

James Harris: There you go. Go find the deals, because I want to show you how to get one of these a month. Look up here. What do you think I'm an idiot?

Male 2: I want do that for like—

James Harris: Oh yes, if I show you how to get one of those a month, is that going to help you?

Participants: Yes.

James Harris: Okay if I show you how to get one of those a year, once a year?

Participants: Yes.

James Harris: Well come to my class, write this down. We're just about done. This is the best of this okay, very upfront. For all the different people who have the money, if you don't have it, then you can't help, it will be very hard time okay? So we're going to do that and that okay? Now let me explain this, just watch okay? Let's say you do the assign, you do one assign, one lease option, one owner financing and one rehab done Now I'll show you how to get all that done. If you make 25, 52, 60, 1000 and 58000 in the next 12 months, you go to work, you stop being lazy and you actually look at this and you have to stop making excuses. If you could just do that and you have a little help. If you have somebody helping you who's been doing this for 23 years, is this worth it?

Participants: Yes.

James Harris: Okay good. So write this down, we're going to hold on with the LL what?

Participants: C.

James Harris: Yes, and under the LLC, write this term down, it's called trading. When you have the LLC, trading, this is trading, this investment, 100% tax deductible. You get it back anyway. Everybody say yey!

Participants: Yey!

James Harris: You'll get it back anyway. I'll show you how to do that. Now here's your dates, write it down, this next weekend. It's June 12, 13 and 14, you need to be in my class. No excuses, we're not looking for people

who can't make these dates. You have to make it, you're not allowed to take every month in the calendar, we don't want you there okay? We don't want any excuses, okay? This is Donald Trump's real estate apprenticeship program, we're going to go through 96, 96, 95 so on a Saturday. If you already have a birthday party scheduled for that, cancel it. On Sunday, June 14th if you're getting married, cancel it. You're going to be with me. Now here's a lot of things that we're going to learn but I want to give you one thing, I can't go over it, watch. If I could help you do this, watch, you better get this okay? Donald Trump does not need your \$1495.00. I want you to understand that he's a billionaire, he's leaving a legacy. He's asking you to put something up so you actually do some work to get it back. If I can do this for free, you do nothing with it. We tried that. So watch, we're going to do live calls for deals, watch. You're going to sit at the back, when you're done registering, I'm holding the orientation. That's to show you how to find your deals. We're going to find some real estate deals when?

01:21:05

Male 7: Now.

James Harris: Right now, we're going to go out and do some work. We're going to show you where to find them. If you don't believe me, you go home. I only want to talk to the serious people because I'm from this city, I love this city. You guys have the best city in the world. Are you with me say yes?

Participants: Yes.

James Harris: You know the only plan on making millions of dollars a year you should move out? You should not be living here guys, okay? Why not go in the city? Let's make some money. So check it out. I'm going to show you how to do this, now you will list the leads, you're going to bring them to class, Karen Macintosh did exactly what I'm asking you to do. And I called one of her leads. Here's what happened, okay I got my first deal, lease option with a close, just be sure which contract I get the seller to sign, the seller option to purchase real estate from the website, (Inaudible) lease with that. Everybody say yes.

Participants: Yes.

James Harris: I need to tell her, yup get the lease and then the lease option, so I talked (Inaudible). I also have sold for third party for all cash, I'll get you \$12,000.00, not bad for a first deal with blah, blah, blah, blah, blah. Well \$12,000.00 out of that, three days after that class, is that pretty good?

Participants: Yes. Phenomenal.

James Harris: Is that going to make you rich?

Male 4: No.

James Harris: No. Could it possibly change your life?

Male 8: Yes.

James Harris: What is it going to give you that you don't have right now? Confidence. Everybody say confidence.

Participants: Confidence.

James Harris: You know the only reason you're up herein real estate guys, this is the best market you've ever seen is because nobody is helping you, that's it. You just need some help with this. How do you know that. James has achieve a \$500,000.00 line of credit because knew how to do that. I also sold 20 duplexes, two weeks purchase and (Inaudible) LLC and trusts set up. She was a 52-year-old woman, she still lives and she never did real estate before and now she's full time. So with you guys. We're just looking for the (Inaudible) so let me explain this, okay? You're going to get a bunch of bonuses as well so if you're going to get our real estate breakthrough hit, it's a home study course. You have to start going through this when?

Participants: Now.

James Harris: Now this is going to be four classes, I'm on here. And I'm talking to my receptionist, the CEO of Trump U and we're talking to you to get you in the right frame of mind, and we show you how to find your first deal and you're also going to get your goal form. You've got to fill this out before class. If you don't, well don't show up. We push you, we mentor you, we push you, we make sure you do it. Now the next thing is this, you can come to this training for one year as many times as you want. We're right here guys. You could come to this training after you (Inaudible) as many times as you want for one year, there's no charge when you come to that. Is that fair?

Participants: Yes.

James Harris: Next, the orientation starts today, that's only for the people doing, (Inaudible) are going to go home. You could bring a second person with you, there's no charge. So you can bring your mom, your dad, your son, your girlfriend, your husband, your wife, whoever you want. You've got the kids, let me know, I love what we do. I love what we teach you. You know why? So if you (Inaudible) okay? I don't want them to have (Inaudible). You don't have the experience, I'll tell you what (Inaudible). I do more than enough (Inaudible) I'm scared. You know why I'm scared? My two boys, having them work for someone else. I'm scared. I want them to own their own business. You know what I mean. So you bring your family, let me know. If there is a Brady Bunch scenario, then we've got to talk about it. Trump's real estate software, you're going to deal with the problems, now, watch, you guys, if you don't learn how to do this, then definitely help (Inaudible) watch. We get all the properties, okay, we got all the foreclosures, pre-foreclosures, we get bankruptcies, tax lien sale, all of

them, all of them. Now watch, if we can do something like this yesterday, I was hoping (Inaudible) watch, I hold one up and put something back, watch, check it out. This is right over in Brooklyn on Long Island you guys, under \$164,000.00 (Inaudible) in 2001, okay? Okay watch. We can buy you 164, this is a foreclosure. Do you realize back in '06, let's look at this right here, look at this, this was worth \$574,000.00 watch. We can buy them at \$164,000.00. It's going to be worth again \$574,000.00. Would it be smart to learn how to buy you something like that and sell before the market turns? Come on guys.

01:25:55

Male 8: Yes.

James Harris: All right let me say it again, that's a \$421,000.00 potential profit on one deal, you're rich. That's what's going on right now, okay? So if you don't want to learn how to do this, you're out of your mind. There's something wrong with you, listen to me, there's definitely something wrong. I can borrow money, I really would. I don't care, no excuses. I borrow money, because what will happen of you're only going to sit, okay? We're going to give you all of them say yey.

Participants: Yey! You just got to learn how to make the offer guys, that's all you got to do. You're going to get a one year membership so for one year we're going to have live events, we're going to do live (Inaudible), a 1-800 hotline, so in one you're going to have to find a buyer, you can call Trump's office and get help. You can do that. Also we can do teleseminars (Inaudible). So for one year you can email and chat with me and I can help you. Is that cool?

Male 3: Yes.

James Harris: Will you guys give me a break, is that cool?

Participants: Yes.

James Harris: You're also going to get all the contracts and forms because you want to go get it from an attorney, it will cost you \$10,000.00. So Donald's going to get all you all the real estate contracts and forms. Say thanks Mr. Trump.

Participants: Thanks Mr. Trump.

James Harris: Now in all the zero down sum of—so all the things I have guys, okay, (Inaudible) I'll give you my whole system both fast cash and foreclosures. I go to guy, okay? I'll give you all the contracts, I'll give them to you if you go and have class and I'll also give you a copy. Say thanks, James.

Participants: Thanks James.

James Harris: No problem. (Inaudible) all right, next Friday morning I'm going to sit with you guys, I'm going to say guys we're ready to get started, why did you come? You know what most people say? I'm sick and tired. And I say what are you sick and tired of? Not having a house like that, I own a house like one of the houses you had. You know why? And you deserve it. You guys deserve the best of anything you want. So you're going to bring me a picture of your dream home and I'll show you how to get it. Are you with me? Say yes.

Participants: Yes.

James Harris: Some people say James, I haven't' been on vacation this year and (Inaudible) vacation. Guess what? You're going to bring me a picture of a nice place you want to go and I'm going to send you there. Because you deserve a break. Are you with me? Say yes.

Participants: Yes.

James Harris: (Inaudible). Some people say James, I want to dine in the best restaurants, you deserve it. You deserve it guys. This is part of my family, Denise, Cory, Michael, (Inaudible) we all know it exactly, you know why? Because we work hard, we play hard. That's what we do, it's called being the Trumpster guys. Everybody say Trumpster.

Participants: Trumpster.

James Harris: When you're here with Trump and you go to a restaurant, you (Inaudible) you, no there's not. No there's not. Some people say James I'm sick and tired of not having a car. I don't have a car, (Inaudible) you need one but why not have it? So what I want you to do is this, you're going to go and you're going to find your dream car, truck or anything you want, go find it and bring a picture it. I'm going to show you how to get one. But I want to show you how to get your license plate to say paid for. Would that be cool?

Male 2: Yes.

James Harris: Hello?

Participants: Yes.

James Harris: If you're going to buy your mom's car, then you're going to buy your dad's car, then you going to buy your brother and sister a truck or a car of their choice and I'm going to how you how to bring them back. You guys see that right there? What are you doing?

Male 7: Smiling.

James Harris: I'm smiling, you know why? Because I work for myself. That's what I'm going to give you. Got it?

Male 3: Yes.

James Harris: Next thing, he's working for Mr. Trump, everybody say hi (Inaudible)

Participants: Hi (Inaudible).

James Harris: My wife introduced me to Trump 1997 and she did such a good job, I dated her and I asked her to marry me (Inaudible). SO I didn't take no for an answer. So we will teach you how to not take no, okay? It's not for you, okay I said, it's called being assertive, I'm just not going to take no okay. Everybody say hi guys.

Participants: Hi guys.

James Harris: There's Katie, there's Max, guys when I was nine, my dad left and he gave up on me and here is what I thought. I forgave him but I never forgot what he did. He took off. So I was there raising my mom and my brother and my sister and I told myself, when I get a family one day, I was going to give them anything and everything they want, that's exactly what I do. Anything that they want. Now when that's spoiled, it's all a good reason. You guys know I came from the streets, watch. You think (Inaudible) better parents?

01:30:21

Female 7: Yes.

James Harris: Yes, they've got to work for it and get nothing on a silver platter. So that's what I'll just say to you right now, stop (Inaudible). Stop looking for somebody to give you something on a silver platter, it's never coming, I tried it. It's never coming guys, you're going to have to earn the right to be rich which means you're going to have to go to class. So Mr. Trump is going to give you a guarantee. You can register for this class, you have the three day right to resend law. That means you can register, you can (Inaudible), sit with your invitation right through the home study course, in three days you cancel. You can cancel, I want you to know that. That's on your paperwork. Now Mr. Trump says why don't you come to the first day, sit with James, give yourself a shot, take a chance on Trump. You do that one day. Next Friday at the end of that day, if you're not happy, you're going to come to me and you're going to say James I don't want to do this, and I will take you back to Susie or Denise, whoever is going to be there and they're going to give you your money back. You'll get a full refund. So there's your guarantee. So, is that fair?

Male 3: Yes.

James Harris: So I will take the shot with you guys, okay? I'm going to do whatever it takes, come to class. If you don't think I care, if you don't see I am passionate, if you think we're the best and if you don't think you can do this, you just get your money back. And I will shake your hand, and we'll still be friends, is that okay?

Male 10: Yes.

James Harris:

There you go, okay? All right, so here's what we going to do right now. We're going to split into two groups, watch how this works, we're going to go going to be's and want to be's okay? So these are the last group of people that you registered with okay? If you want to be one of them, I want to see you at the back. So everybody move to the back, okay? I'm pretty much done. We're going to sit at the back and I'll talk to the going to be's, those are the people who want to do this, you're interested in doing this, you're going to do this, you've got it, okay? I'm going to talk to you at the back (Inaudible) watch. The want to be's, you guys can go home okay? We're done. So the want to be's, you guys are excused, going to be's, that could be all of you, I want you to come and take a seat in the back. I'm just going to talk with you and show you how you're going to show you how to get in class, okay? All right so going to be's come on back here, okay? Now we're going to see, we're going to do all the questions about you. So we're going to (Voice Overlap) we'll do the orientation back here guys, we're going to help you out, okay?

Exhibit H38

James Harris: ...into drugs for the first 17 years of my life, mostly painkillers. I got a younger brother Chris, an older sister Kathy who is nine years old and mom is looking at me and she's like, "Jim, you got to go out and you got to start making money." So I'm going to start this whole thing off and let you all know I've been working since the age of 9.

I left high school, went over to New York, had a big goal and that goal was to get my family a life. I've struggled for a little while. And then, I met a gentleman one day and I did a favor for him. And then he took me in and he showed me how to kind of put together a real estate deal. So that's pretty much all I've been doing for I don't know, the past almost 22 years, just buying and selling real estate.

Now, the reason why Trump picked me to come out and do this nationwide tour is I was known as a zero down expert. So let me tell you what's going to happen today. We're going to have a lot of fun. I'm going to give you six strategies here where you can go out and make some money, a couple of strategies or how to do it with hardly any money, no credit and no loans. So would it be kind of cool if I showed you how to make money over the next couple of months or so on a couple of deals with hardly using any of your money, no credit checks and without getting a loan? Would that work? Hello?

Participants: Yeah!

James Harris: Alright, good! We're going to talk about that, and most of you need that. And then, what's going to happen is when I'm done, I'm going to be holding and orientation in the back of the room and what we're going to be doing is we're going to be looking for the next apprentices. This is Mr. Trump's Real Estate Apprenticeship Program, so everybody give me a big yeah.

Participants: Yeah!

James Harris: And I'm going to be in the back and I'm going to be going through ten ways, ten ways that you can go out today, not tomorrow, today, and I'm going to show you ten ways to go out and find some properties that we can start making offers on. And then, what's going to happen is next weekend, I'm coming back to LA. I'm Donald's top guy. I'm not bragging, I just really get the results from people, and we're going to be holding a three-day apprenticeship training, alright? Now, there's an investment for that training. I'll get that in a little bit but I want you to sit through my orientation and in the back because I promise you guys as your mentor here, I'm going to show you ten ways to find some properties right now. Is that exciting, say yes.

Participants: Yes.

James Harris: Plane and simple. It is life and death for you to have a better year and make more money. So put it this way, if you go back to what you were doing last year, this year, you're insane. It ain't going to work. You need to make a little of a change, all right. So check it out.

Donald is going to give you a one year and I want you to write this down because you're going to forget, one year apprenticeship program. So, you're registering for a one year Trump apprenticeship premium membership. My three-day class is just kind of throw in to get you up to speed, all right. Get a couple of deals going, show you how to work them all out, give you all your options, short sales everything. But the one year membership is free, live events to come to all year, all right. You also get a 1-800 number hotline, if you need help. Weekly teleseminars and webinars, you can show to every week. You got to hang out online in a multimillionaire investor club. This is cool, you guys can email and chat with me for a year, so I can help you and I'm not going anywhere, I'm committed to Donald for life, would that be kind of cool if you could keep in touch with me for a year?

Participants: Yes.

James Harris: Oh, can guys you give me a freaking break at this point?

Participants: Yes.

James Harris: Would that be cool?

Participants: Yes.

01:40:00

James Harris: Good. All the contracts and forms Donald is going to give you because if you went to an attorney, you guys know you need paperwork for real estate yes?

Participants: Yes.

James Harris: He's going to give you all the contracts and forms, it's on the house. We'll show you how to fill them out. It's in the back of the website. There's a dropdown box I go through a lot of them because it will cost you 10 grand with an attorney, don't do that guys, it's expensive forget it. He doesn't need your money and he is showing you right now, contracts and forms, you got them. He's going to give it to you. Say thanks to Mr. Trump.

Participants: Thanks Mr. Trump.

James Harris: You've got to do better than guys. Say thanks Mr. Trump.

Exhibit H39

Fast Track to Foreclosure Investing - Free Introductory Class
Wed Mar, 25, 2009 @ 01:30 PM
Speaker: Keith Sperry
LIT: Keith Sperry
Region: San Antonio, TX
City: San Antonio
Venue: San Antonio Marriott Riverwalk
SEM_PFF-20090325A
Program Coordinator
Susan Morrison

Sales Coordinators
Sean Lindsey
Chris Lombardo

TOTALS:

105 registrations = 75 primaries + 16 guests + 9 walkins + 0 audits + 5 cancellations before event
for a cancellation rate of 5%...breakdown:

5: OTHER

100 non-cancelled registrations
34 attendees for show rate of 34%
2 buyers for a conversion rate of 6%, with 3 pending
2 buyers retained for a retention rate of 100%
\$2,990.00 live event sales (post returns) for \$87.94 per attendee
\$0.00 salesFloor/cart sales (post returns)

Participants: Yee ha!

Keith Sperry: Right on! What is going to happen here? Now I hope you like this, here it is. If you are up for training, and you will commit to it I will commit to you this. I am going to have you leave here with total confidence that you are going to have a deal found in your marketplace to bring to class. Does that sound pretty good? And what is going to happen is you are going to bring your deal to class. I am going to teach you how to back there only for those who have come into training. So if you are not going to training do not roam around and sit around and make me tell you to leave. Because I will. Because it is only for those who are committed to themselves because I am not going to waste my time with somebody who will not commit to themselves is that fair?

Participants: Yes.

Keith Sperry: End of story. So if you would commit to yourself, here it is. I will teach you how to get a deal. You are going to bring that deal for the first day of training. Guess what, the second day of training, we are going to have a speakerphone hooked up in front of everybody. On reverse, we are going to take your leads and Trump's best are going to call them personally on the phone in front of all of you. How many of you like to hear those conversations? Raise your hand. Would you like to hear how the bests say and do it? They are going to apply their strategies and techniques I am showing you right here, right now, live. Do you want to have that?

Participants: Yes.

Keith Sperry: Do you know how many deals were close last week at training? Two. How many of you would like that deal close at training, yes or no?

01:20:00

Would that be worth, well \$1500.00, yes or no?

Participants: Yes.

Keith Sperry: I will tell you what, let me give you an example here, this is Carol Mackintosh oh, my gosh. She must be from Texas. Look what she says. Right there, funny you would say that, Yee ha like she is saying near in the nut shell I got questions. We do not just train you for three days and then say goodbye. Do you know what we do? We can give you access to us, to me. Did I tell you, I would give you access to me and personally my email, yes or no?

Participants: Yes.

Keith Sperry: That is to train you in the class. "Hey James, I forget which contract do I use for this lease option?" See, after three days training, would you agree you probably still have a question or two, yes or no? You do not just get three days training and we say goodbye. Donald Trump's reputation is on the line, he gives you total support if you have

questions, you email me, you get access to somebody at 40 Wall Street if you have a question, would you like that?

Participants: Yes.

Keith Sperry: Not some with the satellite office down in Salt Lake City, you know. Not that that is a bad place but if you get 40 Wall Street are you liking this, yes or no?

Participants: Yes.

Keith Sperry: Well here is the deal, it says, "I have it sold a third party for all cash, a gain of \$12,000.00." Now that does not make her rich but not bad for a first deal, three days out of class. Raise your hands if you think three days out of class is acceptable, yes? That is what we were talking about here, it says, is that a record, great teaching James. When I put the best in front of you guys; end of story.

Now, I want you to write this down and I am not fooling around. I want you to write a million-dollar check to yourself. This is something I did and it changed my life. I need you to hold of Napoleon Hill.

Female 5: Yes.

Keith Sperry: You are probably familiar with the little of this. I am a big Napoleon Hill guy, PMA—positive mental attitude, thinking grow rich. And you know what my mentor told me, you write yourself a million dollar check. Now I want you to write yourself a million dollar check. Now you cannot cash it yet. However, I want you to put it in a place that you can see every single day. Where do you brush your teeth? Is the mirror in front there? You put that in front of the mirror, you put this on your refrigerator. Are you following me guys, yes? I understand some people think I am kidding and I am not.

This check has been through mine and my family's accounts many times and I use to be paycheck to paycheck. I am not lucky. In fact I maybe the unluckiest guy in this whole world. I have been to Vegas recently all right. And it did not workout for me the rock part. But if you do this, let me tell you what, some people think this is silly and foolish. Silly and foolish to do this?

No let me tell you what silly and foolish—to walk out of here untrained and think you are going to go out in the real estate market and compete with people that I trained and Trump trains and you are going to stay with them, no you are not. Does that make sense to you? Raise your hands if you would agree with that, yes. Let us say foolish is walking out of here without a plan. Going back to the same environment, the same place, but quite frankly brought you here looking for what? Money, yes or no? Don't you dare go back to the same place that brought you here looking for something better, because I will tell you what you just saw. You just saw something better, you just saw something that you can do. Can you do this? Absolutely, no question about it.

Exhibit H40

(Inaudible conversation from 00:00:10 to 00:09:00)

Good evening.

Chorus: Good evening.

Jerry Foster: On behalf of the Trump organization and Trump University, my name is Jerry Foster. I want to welcome you here tonight on behalf of Mr. Donald Trump. We are excited that you are here. Excited to spend some time with you tonight talking about real estate and very specifically foreclosures.

I just want to double check and make sure everybody is in the right place. You have got a lot of different—here tonight who came to make money.

Pretty good response. Let us travel to a better question. Who came to learn to make an absolute fortune in foreclosure real estate, let me see your hands. Well, do not mind me if I get a little bit excited about this stuff because I have been doing this for 13 years now and just my way of introduction, first of all obviously, you know this guy right.

You know most recently, from Ms. America, but that is not what put him on the map. What was it? It is real estate.

One of Forbes Magazine's 400 richest people in the world, according to them, \$3 billion, according to him \$7 billion, I just say we just split the difference, how does that sound?

00:10:02

The guy know real estate, he knows money and in fact, what most people do not realize is how passionate he is about teaching other people. In fact, let me give you a quote, "I would say that if I had a choice of making lots of money or imparting lots of knowledge, I think I would be as happy to impart knowledge as to make money." A lot of people are surprised about that quote. In fact, they do not realize how giving Mr. Trump actually is, they do not persona the personality of the celebrity, but they do not know the man and the businessman, the gentleman who likes to help other people and in fact, founded the Trump University based right there in Wall Street on 40 Wall Street in Trump, actually. All set?

be the best. And by the way, speaking of the best, the instructors, all of us have extensive real world experience. I am talking about the instructors in the (inaudible) the instructors in the back of the room as well. We are professional real estate investors who know how to do this business and we have done it and we are doing it on an active basis and we have been taught how to teach you to do the exact same thing.

Yet ongoing support in our real estate hotlines right there in Trump University in the Trump building at 40 Wall Street, we actually have the ability to call into the helplines six days a week and we actually help you do your deals. If you have questions, if you are going through the process, pick up the phone and call us. Toll free number, 12 hours a day, Monday through Friday and what is that, six hours on Sunday now as well.

The bottom line, the gold standard of the real estate is what is named? Trump! And you have now the opportunity now to get in and join us and use the system that absolutely has proven the worth, so what people ask me all the time is well, when I come to the three day class, what can I expect? Are you going to train us or are you just going to sell us more stuff? Who has been to that class? I know I have.

I have been to that three-day class where, yes, I learned some stuff, but I would say, about half the time, it is spent selling a lot of stuff, well, I am fine with that, but if I am going to continue to take classes myself, I want to learn, are you with me there?

And that is why the check and balance system of me being the one promising what is going to be done, and then meet me and I am one actually holding you by the hand and showing how to do it, that is key. Also, I want results.

This is what I would love to brag about. I love to brag about the successes. I will talk first about Bob and Kathleen Rich.

Here is Bob right there holding the check he writes on May 31, just three weeks after your workshop. We picked up our \$23,000.00 check for the assignment fee. Here is the picture for our first real estate flip. We put the contract on it for \$255,000.00, sold it for \$280,000.00 with an investment of less than a thousand dollars.

Exhibit H41

Date: 5/15/09 thru 5/17/09
Event: Fast Track to Foreclosure Training
Event code: RTRFTF20090515B /> Location: Hartford, CT
Instructor: Steve Goff
Staff: Chris Lombardo and Susan Morrison
/> Final Sales Synopsis
Attended Training: 10 (6 primaries and 4 guest)
Sold: 104,985.00
Revenue Collected: \$92,485.00
% of Revenue Collected: 88% /> Conversion: 40%
Revenue per attendee: \$9,248.50
Payments to collect: \$12,500
Pendings to collect: \$0

Steve Golf: Folks you got to qualify for this program. It's not about the money because what Donald Trump doesn't want is he doesn't want someone that makes an investment and sits on the couch because who are you going to be mad at, Donald and me all right. Okay so you have to qualify for this program, now we're going to go through that step-by-step. I will—all my notes down here so just bare with me because I want to make it sure, that I covered everything, okay.

We started this company way back in May 2005 and the idea actually came from the show "The Apprentice" Donald Trump thought to himself, you know what I'm only able to help person at the time in this fashion. Why don't I take the concept of The Apprentice and make it to avail the two larger groups of people. So on May 2005 right there in the Trump building on Wall Street, we set this company up and what it was, it was an online education program. You have to go online, take the courses, you have to fly to New York and go through the training.

Well what happened was we weren't very successful with that because we didn't have a live events, we didn't have someone to come out here and show you how do the contracts, the repairs, the systems, find the money, the title company, the court house that type of thing. So what we started doing in July of '07 we started doing this live events where we fly in people's city do the three days training like this and then we have a mentorship program okay.

Folks Donald Trump owns this company it is not going anywhere and those of you that read Donald Trump's books, you know he does not put in his money in anything, does he uses what?

Participants: OPM.

Steve Golf: OPM, he put his own money in this company it's not going anywhere. He owns this company. It's not that he sold his name to somebody else. We're base in the Trump building on Wall Street those of you who read Donald's book, you know he bought that for 1.4 million, 15 years ago and it was a foreclosure now it's worth 400 million, okay. We operate right on 32nd floor. I know this first hand, I know the people behind this company because I worked in the Trump building on Wall Street on 2007 setting this whole program up okay.

00:05:05 And I'll tell you this, the people that are here today are the best of the best. Let me tell you how hard it was for me to get on this company? I had four interviews a phone interviews with Michael Sexton, I don't know if you guys know him. He's Donald Trump's partner. He's the President and Co-founder of this company. I flew to New York I had a three-day interview, three days I had give them all the documentations on all the

what I really want to do is just flip the contract and do wholesale and lease option we're going to teach you step by step how to do that and the good thing about is you get the workbook that people had stole from us. I have a guy on the wheel, 86 years old take it. We don't sell this book.--Are you with me Susan when the guy in a wheel chair took that. Who was—I can't remember who it was. But anyway, you're going to get this book that's going to teach you step by step, you know the book you have right now is kind of power point isn't it? This is going to teach you step by step. Let me just give you an example here really quick.

Wholesaling step-by-step. Step one, drive three to four lower to middle class neighborhood every week. Write down the for rents, for sale by owners, vacant all the way to steps 16 how you pick this your checks. Everything is step by step by step. So in this retreats the only thing he's going to be talking about is wholesale and lease options, and owner finance, that's it. No foreclosure, no REOs, no how to set up a company nothing like that. You are going to learn buy and sale real estate without using any of your money or credit. You don't have to go to the banks, buy potentially millions dollars worth of property without down payment or bank down. Learn how to make money on property you don't even own. Receive cash back at closing when you buy.

00:20:00

I really didn't talk about that yet. Build a large monthly cash flow. This is our next retreat let's write this down. Creative Real Estate Financing Retreat—what you're going to learn is all about financial statement, loan request packages, financing techniques, hard money connections, those hard moneylenders. Are you guys from 10-31 real estate changers—you guys familiar with that?

You know a good way what people do, is you go out and get that property that's worth \$ 200,000.00 and you get it for \$100,000.00 in this market and in a couple of years it goes worth to \$300,000.00 so now there is \$200,000.00 on a profits there right. What we'll do is 10-31 exchanged where we'll take the \$200,000.00 and find a property that's worth \$400,000.00 and we're going to get it for what? \$200,000.00, you just move the money over to the next property, you don't pay any taxes on it, it is deferred taxes. The property is worth \$400,000.00 you get for \$200,000.00 and then a couple of years it goes up to \$500,000.00, now you got \$300,000.00 profit there, just move it to the next property. You will never have to pay the taxes on it.

We will going to teach about no techniques. They don't even really talk about this yet, but no techniques, the owner finance notes, you can go in and get all these people at owners finance, their notes and hook them up with a note bar sell the notes, have you guys heard of this before—note buying?

Exhibit H42

Date: February 27-March 1, 2009

Event: Fast Track to Foreclosure

Event code: FTF20090227c

Location: Washington DC
 Instructor: James Harris

Staff: Tiffany Brinkman, Tad Lignell, Ryan Lotman, Cory Lignell

Final Sales Synopsis

Attended Training: 70
 Sold: 9

Revenue Collected: \$ 157,975

% of Revenue Collected: 86%
 Conversion: 13%

Revenue per attendee: \$ 2,256.79

Payments to collect: \$ 25,990

Pendings: 4 (129,985)

you're going to do that, but we guide you through the process. Is this crystal clear, please say yes!

We want to make sure you do it the right way. It's doing it the right way and not messing it up the first time and it's making money, it's not how much will you not make if you go out here on your own? That's what it is, okay.

So you have the mentor show up for three days, you're going to have all of these retreats that you're going to get too, you've got the wealth preservation, the quick turn, the creative financing, the commercial and multi-unit, you're going to get the deal source Trump (inaudible)—so you're going to have access to all the properties.

Also the REIT, Real Estate Investors Online Training Program, you'll take those six courses. Now, what I would do is this—the perfect plan is this. Take the online training, get that done! Get some more education and training. I would get to another retreat and then I would do the mentorship. Do you have to? No! I have somebody here ready to book dates right now.

So how the mentorship works is this—the dates will start going away as we go on with the weekend, because a lot of you—I already know the people in here that are interested in this and want to do this. I've had a lot of you talk to us, so we're going to get very busy with this.

So if you want dates in the next couple of weeks or so to get this set up, talk to us as soon as you can, because by tonight—by tomorrow night, we get all booked up! Alright!

Now, you have some homework to do, so you've got to get your homework done and I need to know that you're committed to this thing, okay, so what's going to happen is, you talk to one of the guys, you've got Ted, you've got Corey, you've got Ryan, Tiffany—you go to them and you say, "Hey! I want to talk about this." They'll sit down with you. It takes a little time. They'll go over your profile, they'll do a one on one with you and then they'll explain this program, okay.

And then if they feel you're qualified, they're going to come over to me and they're going to say, "James, I have somebody who's qualified." And I'm going to say, "Okay." And then I'm going to come and I'm going to look you right in the eyes and I'm going to make sure because I cannot have anybody come into this program according to Mr. Trump who I don't think is going to do the work.

We don't want—listen to me, this is important, we don't want anybody going into this and going out and doing nothing because you won't! You have to be qualified. That means, I need to make sure you're committed. You're going to get the homework done, you're going to get everything done and do exactly what we tell you to do! If I feel you're not coachable and trainable, I'll say pass!

Okay, Donald Trump doesn't need your money. He needs a success story. He needs your testimonial to build this university because this is expensive. I'm going to say that right now. I'm very upfront about that.

00:35:01

So we'll go over the investment and everything with you, but you've got to qualify. It's a big deal. These guys will qualify you out. Don't come up to me and say, "James, here's what I'm going—" they're going to talk to you first. That's how we do it because I'm busy. I've got to train you the rest of the weekend, okay.

Alright, now just to give you an idea, because I want to be upfront like I always am, watch! Let me give you an idea. If you hit this challenge, you have the mentor show up and you do your homework and you get everything set up, this challenge right here, okay, when we hit that on the first deal, that is a hundred percent return on your investment, okay. Is that pretty good?

Phenomenal! Because if you've never made a hundred percent return on your money before, I would say, stay with this family. Once you complete this here, you are done! When I say cooked like a nice fillet, you're done! As far as we're concerned, your training and education with us is complete, you should be a full-time real estate investor. Everybody say Yahoo! There you go, that's why we put that together.

Okay, questions?

What's the what? For life! With this? With this? We're done after tomorrow night and you're on your own!

You've got a 1-800 number hotline. You're going to talk to somebody who was hired out of the newspaper!

Yes, I'm going to say good luck with that. I'm going to say this, you have a multi-millionaire who's going to help you for life!

Yes! No! You need to send your offer with a thousand dollar check! You've got to go through the broker who's representing the Hudd and VA properties. They're going to submit it for you.

Yes! Okay, next! Say that again! Ask Tiffany about that when we're done!

Any other questions! You guys hungry? Done! Alright, look. Listen to me, I'm ready to go. If you guys are interested in this, when I say I'm ready to go, here's what that means. You guys come in and talk to Ted, Corey and Ryan in the back; they're going to make a list right now. You go put your name on the list and they'll talk to you about this. We got all day today, tonight and tomorrow. When I'm say I'm ready to go, what that means is this—as part of this program here, you have access to me! I will help you, I will negotiate any price and terms on any deals you will get them done!

Exhibit H43

Date: 2-13 thru 15, 2009
Event: Fast Track to Foreclosure Training
Event code: RTRFTF20090213A
 Location: Boston, MA
Instructor: Steve Goff
Staff: Chris Goff, Mike Hinson and Susan Morrison

Final Sales Synopsis
Attended Training: 40
Sold: 9
Revenue Collected: \$124,470
% of Revenue Collected: 81%
Conversion: 23%
Revenue per attendee: \$3,111.75
Payments to collect: \$28,490
Pendings to collect: \$34,995

00:10:07

So, what we did, when I started July of 2007, and I can tell you this, Donald Trump is everything the best of the best, did he not? I can tell you this. I had four phone interviews. They flew me to New York City. My interview was three days long. It is very difficult to get into this company. I will tell you that right now, because the people that you have here in the room are the best of the best. They have been through a long process. So what we started doing after I arrived there on Wall Street, I worked in the Trump building on 2007 with my Michael Saxton who is Donald Trump's partner. He is the co-owner of this company. So we started setting up these live events and we have been very, very successful with it. Most of the people that have been successful and some of the millionaire testimonies I am going to give you are people who have been through the mentoring program.

Now like I said, Donald Trump owns this company is not going anywhere. He puts his own money into this company. It is backfire is multibillionaire. All right, now I am going to tell you this right now, like I told you, I am not here to attack you. I am here to hug you. But you got to have to qualify for this program. Here is why. Donald Trump does not need your money. He does not need it. Guys worth \$4 billion. What we do not want to happen and what Donald does not want to happen is for you guys to sign up for this apprentice program and not doing anything. But if you put the money up and you do not do anything, who you are going to be mad at? Now really, here you can be mad at. You can be mad at me or Donald, right, and I am here to tell you this right now. The Trump brand is the seventh most recognized brand in the world. Donald Trump does everything that he can to protect his name.

Now, there is nowhere else that you can put your money in right now, that is going to get you the type of return on investment that you can get with real estate if you are buying it right, you got to buy it right. And when you qualify for this program, we want you to make 100% return on your money and if you use the bank's money, of course the return would be a lot higher than that. Where can you put your money in right now to get at least a 100% return? Nowhere.

Let our mentoring program recoup any of the money that you have lost in your 401k or IRA because I am here to tell you right now, in the last six to nine months, when you were losing all these money, did your broker call you? Hello! No. Why not? I do not want you all to get that folks. Quit handing your money over to these people. They do not care about you and I think, I do not know if some of you guys heard about my dad, right? He worked for GT for 40 years, my whole life, we grew

right everything off, can you not? Pretty much everything. Enjoy certain tax advantages and establish credibility, and reduce the risk of personal identity fact and this is huge right now, is it not?

Also what we have, this is cool. This is brand new. This is ground floor that we just added this year. We have online training program. You are going to get four interactive online courses to teach you every step to investing process. How to find income producing properties, real estate finance, the best ways to negotiate proper real estate deals, entry, and exit strategy.

00:30:05

What this is, is this is a virtual world, what it is, is you go online and you buy and sell real estate, it is called empire city. We created this virtual world where you can go on and play around with the numbers and make offers without losing any money, it is all done online, it is pretty cool. And this is going to gear more towards the commercial, the income producing properties, so that you want to hold on the property for that passive income. Now, here is kind of a little bit of what it is, you guys know what a Garry Eldred is, right? You do not know who he is?

Okay, all right, now, this Trump gold elite program, now I want you to get a take a piece of paper and let us write us all these down and completely understand what you are going to get here. Now, once you make this investment, you are done, you have cooked like a good fillet. You are not going to have to spend anymore money on your education, and folks please understand that this three-day retreat that you are attending right now, this is just the beginning of your education. It is not the end, I cannot teach you but I know in three days, I can teach you about 5% of what I know, that is about it, okay?

The Quick Turn Real Estate Profit retreat, that is going to teach how to buy, sell, flip properties, those of you that like the lease option in the owner finance that I have already talked about, okay. It is going to teach you how to do that, that stuff is not east. You have got to know what you are doing. A creative financing retreat is going to teach you how this man right here and his team has raised millions and millions of dollars. You have got to learn how to borrow money and make the big bucks, do you not?

The Wealth Preservation Retreat, this is taught by one of Donald Trump's attorneys, J.J Childers, and that would probably the best retreat that you could ever attend this year. Go get it setup the right way, get your wills in place, your living trust, get your company in place. But folks, we have all heard that rich people do not pay taxes, this and that have you not? It is

Exhibit H44

Date: 3-6-09 thru 3-8-09

Event: Fast Track to Foreclosure Training

Event code: RTRFTF20090306A
 Location: Seattle, WA

Instructor: Gerald Martin

Staff: Damian Pell, Mike Biglane and Susan Morrison

Final Sales Synopsis

Attended Training: 38

Sold: 5

Revenue Collected: \$69,985

% of Revenue Collected: 100%

Conversion: 13%

Revenue per attendee: \$1,841.71

Payments to collect: \$0

Pendings to collect: \$0

NOTE: POOR AUDIO QUALITY, we have met some audio technical difficulties and loud background noises.

Gerald: Okay. We are going to talk about the Trump Elite Program. This is the advance training guys. This is the advanced training. Like I said, there is no advanced advance. But you either, you come to—this whole program is designed to help you learn and earn. And the key of this business is first of all, you got to know what exist. What is out there? If I could, this weekend and did nothing but foreclosure, you would be not as well served because you did not know that there is money being made in paper, there is money being made in faxing, this wholesale deals. There are always other deals, lease options. So my job, because I am a transaction engineer is to introduce you to a bit of all of it. After that, the next step is creative financing because creative financing folks, right I am telling you right now, creative financing is the key to unlock everything in this market because once you got that under your belt, then those phone calls become real. At that point, it become real because you have exit strategy. You can show people how to get financing. You know where the money is. You know where the money focuses are. You understand hard money. You understand joint venture partnerships.

And so, you got to understand that piece. And I cannot teach you everything in three days. I could not teach everything to you in three weeks. This is phase repetition. Each advance program we teach is three days, but it is three days on one subject matter. Creative financing is three days of nothing but creative financing. That is it. So, think big. Think big that is why I love what Ina said, you know, I think 50 million. I love big thinkers. You know what? If her goal is 50 million then —she gets halfway there. Oh, well. She failed. She only made it halfway. They say, "There are there you shoot for the stars and hit the moon than shoot for a tree and hit a rock." So, think big and success will follow. So every successful investor must have the right stuff. You have got to have the right support.

Now, for a year if you stopped at this level then you will have—you will have the offer where you can call and ask about forums in which forum are you here. You have a client advisor that you got access to. Or if you will not have that someone with a transaction engineer showing you how to fix your deals, okay? That is not for \$1500.00. For \$1500.00 you got the education, so far and you have another whole day of education. Are you learning anything?

Participants: Yes.

Gerald: Okay. So, the tools, the software; you already have the software and you are to utilize that software to identify your deals. Okay. The software, now, this business is not about, you know, a tool that is going to make your life. The software is wonderful. It is great. It is a great tool. You can go out there and look for deals. Identify the deals you want, plug in to them and you start making offers in those deals. That is only one part of the business. That is not your business. Software is not the business. It is a part of your business. It helps you make, you

Exhibit H45

Date: 04/17/09 thru 04/19/09

Event: Fast Track to Foreclosure Training

Event code: RTRFTF20090417B Location: Oakland, CA

Instructor: Gerald Martin

Staff: Gillian Birnie, Mike Biglane

Final Sales Synopsis

Attended Training: 22

Sold: 5

Revenue Collected: \$106285.

% of Revenue Collected:

Conversion: 23%

Revenue per attendee: \$4831.14

Payments to collect: \$68690.

Pendings to collect: \$

Product Sales:

Buyer breakdown:

Trump Gold Elite:

1. DANIEL MORALES (\$34,995.00) Paid \$800
2. William Chang (\$34,995.00) Paid in full
3. Jerry Wilson (\$34,995.00) Paid in full
4. Dolores Centeno (\$34,995.00) Paid \$17497.50
5. Tina Osinski (\$34,995.00) Paid \$17997.50

are in your mind thinking \$35,000.00, folks, that is not the last money in the world.

It is not the last money in the world. You will spend \$35,000.00 to buy a Chevrolet and what do you have? You can even buy a house. That is less than a down payment to buy one house out here, and you are calling yourself a real estate investor? You cannot even buy—\$35,000.00 will not buy you a house here. \$35,000.00 would only make a down payment, will it? Think about it. Will it make one down payment? And that is being a transaction engineer, folks. That is doing it all. That is kind of like hey, you are in school for the next ten months and now you make money without money. You have got a mentor. They are going to come out here and we are going to knock down some deals. We are going to take the deals from the phone call to the kitchen table.

What if you only got one deal in the next three to four months? And you only put \$35,000.00 in your pocket in the next three to four months? You only do one deal, you put \$35,000.00 in your pocket. Would it be worth it? Honestly, would it be? Do not get quiet on me guys. Do not hate me.

So that is a savings of 29%. That is the Gold. Now, not only do you get the three days of mentorship, and folks, that is the most valuable thing. I am telling you. You also get the wealth preservation, you get Quick Turn, creative financing, commercial, you get the Real Estate Investor Training Online Program, so you get contact online and you incorporate your business, and you get access to the mentor and you get access to Mr. Martin. You are in a deal.

Folks, when you take a step in this business, I take a step towards you. When you get in this business, listen, I do not go away. I am there to help you. I am there to help you with your deal. These are your deals. I do not get one dime out of your deals. I do not let one—you know, I could make three phone calls a day and say okay, that is it. Have I demonstrated that I would give you 110%?

Male 2:

Yes.

Gerald Martin:

Absolutely folks. I could make five phone calls and say that is it. No, no, no, I go all the way. I want to know when we can do this thing. See, when I leave any city, the evaluation is always, "Mr. Martin is unbelievable. He goes above and beyond." Listen, that is the only way I know. If I cannot go above and beyond, I am not going to do this thing anymore. I am here. My purpose, my passion, because I do not have to work anymore, I realize what it is that I want to do. I want to take a young man like this and see this young man become a millionaire before he turns 25 years old. That is what makes me. That is what gets my juices flowing. I am a millionaire maker.

Mr. Trump, hey, you are learning from a billionaire and multimillionaires how to change your life. Now you have a choice. You can try to figure out for yourself or you can just lock in. I learned long ago, I locked in. I found Nelson and I would not let him go. He was my mentor; I would

Exhibit H46

Date: April 3-5, 2009
Event: Fast Track to Foreclosure
Event code: FTF20090403B
Location: Denver
Instructor: James Harris
Staff: Tiffany Brinkman, Ryan Lotman, Cory Lignell

Final Sales Synopsis
Attended Training: 34
Sold: 7
Revenue Collected: \$ 177,580
% of Revenue Collected: 84%
Conversion: 21%
Revenue per attendee: \$ 5,222.94
Payments to collect: \$ 33,385
Pendings: 1(\$25,000)

must provide. I am kidding, he will stay in a hotel and you will just spend three days with him. Listen to me, I am having fun with this but I would take this very seriously, you will buy real estate, period end of story and you do it the right way. You just watch everything he does. Now he is going to say. "You have to do this and do that. You have to fill this out, you have to make this offer" and he is going to tell you what to say or not to say but, you know, it is having somebody hold your hand for three days and we only need three days, why?

Make a note of this, number one, you have what is called pre arrival homework okay? Pre arrival homework, write that down, number two you have to put together a personal financial statement, personal financial statement. Number three, if you have any equity in your properties or your home or any properties, you must setup a HELOC because that is going to help you with the loans. Okay and I have covered some of this stuff and a lot of you guys forget, all right so these are some things that you need to do. Number four, there is a mentor guide book which is about 28 pages and it shows you step-by-step-by-step what to do before Kevin arrives. It is very important, you do not get your homework done, he is not showing up, in fact you need to qualify for this anyway which I am getting to.

00:25:10

So, if you get your mentor guidebook all setup, you get your pre arrival setup, you get your personal financial statement setup and there are a couple of other thing I will sit down with you one-on-one and talk about and if you qualify for this program then you will be doing deals. You can do as many as you want, you can buy an apartment building, okay the Trump certification process guys we have to be extremely successful and we have to know all phases of real estate, residential, commercial, raw land. We can buy anything you want okay, you can buy one you can buy five, it is up to you, and you need to get your done?—homework, good.

So what happens is this okay, there is a 90 day follow up period, write this down and for three months you have access to the mentor but what the mentor does is this, he keeps track of you to make sure you are on your plan, hitting your goals, selling your real estate and he consults with you to make sure you are getting everything done you need to get done. We push you, okay, we tell you go do the deal, we tell you make sure you get this done, we guide you because that is what everybody needs, would you all agree?

Participants: Yes.

James Harris: Okay, now after the 90 day period we do not go away, guess what, we are not going anywhere so I want you to write this

down because I am going to make you an offer. I have a small group here and I looked at your paperwork last night, there is a very small select few of you that can actually even do this because this is really expensive. I am very upfront about that okay, this is Donald Trump, it is not Johnny Lunch Bucket, it is nobody else. We are the best; he is a billionaire so it is expensive okay? You have to qualify for this program so what that means is this, we do not come to you about this, we do not sell it, we do not persuade, we do not convince, he does not need you in this mentoring program if you are not going to do anything with it.

That means, I have to have you sit with Ryan, Cory and Tiffany and if they come up to me between now and tomorrow night and they say "James, they are in" that means they qualified you out, I will personally shake your hand, I will give you a hug and I will welcome you into the family. That means you are staying with this family and if you are staying with the family, this is what I am going to offer you, what I want to offer you is called—I want you to write this down a mentor for life which means you will get my information, whenever you get an email for me that is exactly what it says. I am not going anywhere, I would love to help you and I will be doing real estate until the day I die, so I am available.

I will also give you a team package, you will have Ryan Lotman's information, Cory's and Tiffany's, we have a 25-year old young girl in the back guys who might be a millionaire by the age of 30, in fact she might not she will. Okay, so you can do this, you have to be very serious, very committed, make this last stop you ever make, you are done. That is how the three day mentorship works and you are going to have a lot of questions, I know, it is not a two-minute conversation, it takes about a half an hour to go over everything and I can do all the homework setup, I have built this thing, I am still building this thing. I have the mentor guidebook, I have the pre-arrival homework personally put together by me which shows you step-by-step-by-step to get you into your first deal. I have news for you, when I am done with you here this weekend, you will have everything you need to go out tomorrow morning and do your first deal when?

Participants: Now.

James Harris: Yes, but do you think it is going to help if you can say this "James I have a question or Kevin is showing up in three days and I am going to make sure I get it done the right way the first time, so I do not lose any money" does that make sense?

Participants: Yes.

James Harris: Okay good, so the thing is this okay, this is very, very important, we never used to have this and about a year and a

Exhibit H47

Date: October 10-12 , 20008
 Event: Fast Track to Foreclosure
 Event code: FTF20081010p
 Location: Baltimore
 Instructor: James Harris
 Staff: Tiffany Brinkman, Jason Schauer, Scott Leitzell, Michael Hinson

Final Sales Synopsis

Attended Training: 62
 Sold: 7
 Revenue Collected: \$ 219,965
 % of Revenue Collected: 90%
 Conversion: 11 %
 Revenue per attendee: \$3,547.98
 Payments to collect: \$ 24,990
 Pendings: 3 (\$104,985)

Product Sales:

| Name | Product | Price |
|------------------------|-----------------------------|----------|
| | Gold Silver Bronze Software | |
| Linda Terranova | x | \$34,995 |
| Leslie Lund | x | \$34,995 |
| Christine Driscoll | x | \$34,995 |
| Ranjan Khanna | x | \$34,995 |
| Kathleen Ackerson | x | \$34,995 |
| Anthony(tony) Iacoboni | x | \$34,995 |
| Anne Segal | x | \$34,995 |

kids in the back. They are protected, they are secured and it is paid for.

He is doing better now than he has ever done. He is probably going to make 10 times more this year than he has been in the past three years. But again the reason I put this up here is because see what I am doing with him. See what I am still doing? What am I doing?

I am holding his hand. After all this time, I am still there. That is the commitment we are willing to give. That is the room you are in here. When it comes Tiffany, Scott, Michael, Rick, Mike, who your mentor is going to be. We are committed for a life long relationship you need to know this.

We are not going anywhere. He needs you to be successful. So I would like to help you and hold your hands for the rest of your life. That is what I am offering you. Here is the Trump package guys, let me show you what it is. This is what Mr. Trump is offering you after tomorrow night.

And let me show you how this works. You get a three-day mentorship with one of the mentors I got Mike Dubin. He has got his phone in his hands. Rick McNally they are ready to go. Actually, they are both on mentorship's right now. But they are ready.

And if you want to talk to me you can. Get at the counter book and book the dates. Now, Mr. Trump is going to let you get to all of the retreats here. The Wealth conservation and quick turn retreat, financing, commercial multi unit. You are going to get the investors and software. You are going to need it. Then us incorporate your business for you.

So total package and this is what he setup for you okay. Once you have the mentor come and you buy real state and then you get to all these retreats guess what, you are cooked like a nice fillet. You are done.

So your real state education process as far we are concerned for what we want you to do out here with the residential commercial markets you are done. You can come back to the retreats again. You can bring a second person with you and I am ready to go.

Exhibit H48

Date: February 27-28, March 1, 2009
Event: Fast Track to Foreclosure Training
Event code: RTRFTF-20090227b
Location: New Orleans, LA
Instructor: Gerald Martin
Staff: Mike Biglane, Damian Pell and Denise Ong

Final Sales Synopsis

Attended Training: 41

Sold: 2
 Revenue Collected: \$69,990.00

% of Revenue Collected: 100%

Conversion: 5%
 Revenue per attendee: \$1,707.07

Payments to collect: \$0.00

Pendings to collect: \$34,995

of taking properties straight to the mortgage, when you leave here, you're going to know how to do a pre-foreclosure. You may not have all the extra strategies and all the financing strategies, but you have a good working knowledge and a good beginning, a good start.

So executive retreats make complex subjects easy. In three days, you get interactive training for three days on every single subject matter, for three days! And then you get world-class coaching. This helps collapse your timeframes. It collapses timeframes.

Now, we're here for three days, I can't drive out and look at all your properties. It was hard enough making, I don't know, how many phone calls did I make? Fifty or sixty phone calls—just imagine if we made fifteen phone calls and then go out and look at four properties. Just imagine if we went and looked at four properties. If I can get them to drop the price, what twenty thousand dollars the guy dropped over the phone, do you think we might be able to do a little bit better at the house? Yes!

So, the Elite Gold Program, and I'm only going to show you the top program, folks. We can customize! We can customize for anything that you need, yes. Pass things out! I can customize anything for you. So let me start at the very top!

Number one, what will your coach do? You get a certified mentor that comes out to your location, now we don't just send somebody here right away because you're not ready yet. When you get ready and we identify some deals, the mentor and Mike is one of our top certified mentors that comes out to New Orleans, comes to (inaudible) and spends three days with you, three days in the field—that's not in the classroom, that's once we identify some deals and that's part of the whole solution here, that's why I say do your homework, I'm up here trying to unlock some deals for you.

So that when you hire a mentor, they're going to come out and help you complete the deal. So if you've got five or six or eight or ten deals sitting out there, utilize our expertise. We don't need to get you through one deal, we're going to get you through a couple of deals, but instead of you going out there and sitting down and trying to make a deal happen, hey, you've got the expert making the deal happen, so they've got a researcher area, this is our entire process, they're going to walk the property, do all the do-diligence, they're going to run the numbers and the financials, I can do the financials, I can do financials and all of that for you, they're going to value the deals, check the facts—if the facts conduct the interview, a complete process, folks. This is hands-on, step by step!

See, what (inaudible) for Karen, Karen has to go out there and try to find a partner, she has to go find financing, creative financing, find a title agent, she has to find a power team. It might take her eight months to pull that together or she can (inaudible) timeframes on it, hit the right training, write multiple offers, write the contracts and

Exhibit H49

Final Event Synopsis

Boston, MA (14-16 August 2008)

Date: August 14-16, 2008
Event: Profit from Real Estate
Event code: WKSP_PFRE 20080814j
Location: Boston, MA
Speaker: Steve Miller
Team: Mike Biglane, Michael Hinson, Denise Ong

Final Sales Synopsis

Attended Training: 15

Sold: 1

Revenue Collected: \$2,000.00

% of Revenue Collected: 7%

Conversion: 7%

Revenue per attendee: \$133.33

Payments to collect: \$25,000

Pendings to collect: \$0

Product Sales:

| <u>Name</u> | <u>Product</u> | <u>Price</u> |
|--------------------|-----------------------|--------------------------------|
| Robert Nault | Upgrade to Gold Elite | \$27,000(collected \$2,000)*** |

***Balance to be paid within 10 days.

of the airplane was we are flying down. I am sure he was like flying down going two more jumps a day down a milk, some bread before I go home, kid pull your rip cord, come on pull your rip cord okay, I will pull it yourself but, he is thinking clearly because I am panicking and that was the mentor does to as you are in panic thinking how may I find the deal, how am I going to find financing, how am I going to find the bank?

They are thinking clearly because they have done it a million times, they have gone through the bed it is snot emotional for them anymore, they can do it right. Who are my sons for example with the bear, when the bear growl, what do you do? You shout because it was a reaction. Then it is the emotions kick in and he fled—would you have an instructor with you that says that your emotions tell you to flee. The numbers tell you to go forward. I am going to help you go forward.

And I am not leaving until you signed the offer and give you a kick in the pants I am not leaving. You are going to do it. It is our jobs to push you pass where you are, okay. And if that gives you an idea of where it is—I hope it is the best and some clarity to it. Because a lot of times it looks easy until you are starring out and this seminar, a couple books, I am telling you it just get it done or every one out there be a millionaire, if he does not get t done you maybe tried that [Inaudible] done because you are still here.

So, you know I been a little harsh this afternoon, I know but, I know a lot of you have fun sitting there and you will not take the plunge and do the training and I do not understand it. You can stay in this route and end up on that location and not believe me, that is fine. You make a decision do not prolonging it. So, we are here we are in the back, we are going to be here tonight, we will take you to dinner, take the plunge, step out and do it and we are going to here for you, alright. And so, that is where we are, alright and we are here in the back and we are not leaving tonight until we are done.

01:45:05

So, do not rush out of here stay and ask this question, we will be grabbing dinner here and talk like pro and Denise will give you the details on it for those of you who are joining part of my team. I love to have you and I will do work with you and then we are going to orientation tomorrow night other than that we will be back tomorrow morning nine o'clock sharp, we are

Exhibit H50

Date: February 20-22
Event: Fast Track to Foreclosure
Location: Baltimore
 Instructor: Steve Goff
Staff: Christy Duckett
RTRFTF-20090220b
Hunt Valley Marriott
Attended: 33 potential sales

Sales:

Pending-Janet Erickson-Mentorship Has to speak with credit card company tomorrow to have \$25,000 approved will call in morning.

RPG-0

Okay. Then you fly to Nashville and Chris spends two to three days with you and he will train you. If he does not feel like you are confident, you are going to go through some more training. So, he personally trains all the mentors and I can tell you this, without my help, (Inaudible) a little bit, on his first few deals he flipped \$46,000.00 without even money or credit.

So, you are going to learn how to whole sale, lease option, owner finance properties or flip properties. But the lease option and owner finance is not easy. You got to know what you are doing. Okay. I am going to be touching on that, but this is class here is nothing about whole sale, lease option, owner finance. That is all he will talk about. We do not talk about the asset protection, foreclosure—he will just talk about those three techniques.

Buy and sell real estate without using any of your money or credit. Learn how to make money in properties you do not even own, receive cash (Inaudible) when we buy. We are going to talk about that. We have not gotten into that yet. Build a large monthly cash flow. So this is a quick term real estate profits retreat.

The next retreat we have is a premium real estate financing retreat. This is going to teach you how Mr. Trump and his team is going out there and raise millions and millions and millions of dollars. We kind of touch on this morning how to raise private money, with this retreat that is all they talked about—that is how to get the money. You are going to learn about financial statements. The loan and quest packages, the financing techniques, you are going to learn more about these hard money connections.

All you guys will be doing this. This tax deferral and I have a lot of my students do, they go in, let us say, they buy a property for \$300,000.00, instead they get it for \$150,000.00, and now when it goes up for \$400,000.00 and there is a \$250,000.00 profit, what they do is they 1031 exchange it with the title company and then they take that profit and go buy a \$500,000.00 house for \$250,000.00. I guess we are all going into this. You are paying taxes on it, it is all deferred. So, now you are buying a property that is worth \$500,000.00 for \$250,000.00 and you just keep moving money and never have to pay taxes on it. Does that makes sense?

00:35:13

Learn to know techniques and more, we are going to talk about buying and selling notes. We have a whole load of business that you can go ahead and add onto your real estate business. Okay, buy and sell notes.

Exhibit H51

Fast Track to Foreclosure Investing
Fri May, 15, 2009 @ 09:00 AM
Speaker: Gerald Martin
Region: Orange County, CA
City: Garden Grove
Venue: Hyatt Regency Orange County
RTRFTF-20090515A

Program Coordinator
Gillian Birnie

Sales Coordinators
Mike Biglane
Damian Pell

 TOTALS:

65 registrations = 17 primaries + 20 guests + 0 walkins + 11 audits + 17 cancellations
before event for a cancellation rate of 26%...breakdown:

2: SIC
9: Guest
4: pre2
2: pre1

48 non-cancelled registrations
42 attendees for show rate of 88%
3 buyers for a conversion rate of 7%, with 0 pending
3 buyers retained for a retention rate of 100%
\$89,485.00 live event sales (post returns) for \$2,130.60 per attendee
\$0.00 salesFloor/cart sales (post returns)

I remember back when hundred fifty thousand dollars a year used to be a lot of money, and then you see the guy driving the pickup truck looking like Johnny Lunchbucket. See, I know who the wealthy people are now. They're the people that aren't driving in traffic!

They may not look like they're wealthy, but they have an asset base. They have a choice. You're going to spend the next 18 months doing your asset base or you can just keep fixing. I have a group in Texas, we use the term fixing—I'm fixing too! I get around to it.

00:14:58

This could be your weekend! Quick turn retreat—this is where you learn how to work the wholesale deals, the lease options, the quick profits, putting profits in your pocket quickly. The instructor that teaches that is a subject matter expert.

I'm a transaction engineer, folks. I do it all and that's why I teach it all, but we have subject matter experts that are the expert at quick term. They've done 200-300 quick term properties, and you're going to spend three days learning and earning. You're going to go to the next retreat and you're going to be learning and earning. We want you out there active, making money while you're going to your next, before you go to your next training.

See, when you go to your next—that's why I said, I don't want you guys networking in here. I don't care who has done what! Okay? I don't care who owns what! I want you in the Trump family to network when you get to the next event because you've done it the Trump way and when you get to that next event, you start seeing the ones who've done two or three deals the Trump way. That's when you start networking!

That'd be just like going to our 90-minute and exchanging business cards at the 90-minute show. Folks, you don't know who you're talking to. You have no idea!

Buy and sell real estate without using your own money or credit and buying millions of dollars of property, without down payment or ever going to the bank, that's what quick turn is all about! Make money on properties you don't even own. Control properties, you don't own them; (inaudible) or contract, flip them! Sell the contract, sell the property! Develop extra strategies, receive cash, (inaudible) that are closing, create large cash flow.

You can flip properties and this is great, but you'll never be rich until you are able to buy and hold! That's what makes you wealthy over the long haul because you're making cash flow, positive passive income and over time, those properties appreciate. Your wealth increases while you're asleep.

And then creative financing, this is the one I teach, folks. Financial statements—we package you. The first day—the first half of the first

day, we're packaging you; putting together a long request package, getting your financial statements put together, showing you financing tips, giving your hard money contacts in place, teaching you about 10/31 exchanges and getting you involved in exchange clubs so that you can exchange residential property for commercial property so that your end-game becomes not being a landlord for residential, but having long-term leases, triple net-leases, automatic increases and you don't have to worry about your tenants not paying because when you have commercial property, guess what? The law favors the landlord.

That is cost prohibited! It's expensive and it requires a larger down payment for commercial properties, so we're going to spend the next 18 to 36 months collecting those piggy banks while the prices are low and then at some point, you're going to exchange them for higher, better used properties and we're going to talk about and learn more about discount note techniques and by this time, you've had about six months-eight months in the business, you're going to start working on the commercial, you can go to commercial camp and you're going to start looking at commercial properties and multi-unit properties with a different eye.

You're going to start looking; now you going to asset base, now you've got something of value that you can trade or you can re-fire or you can sell to put into these commercial properties, navigating the maze of commercial properties, writing commercial contracts, determine the market valuation, subject matter expert is teaching that; commercial leases and understanding all the laws and regulations surrounding commercial property!

Folks, you will now know more than 97% of everyone as it relates to real estate, you are now the expert! But you still have someone that you can call, "Hey, I need a little help on this deal!" Because if you 15 lease option deals, guess what? All 15 of them are going to be different because you're dealing with 15 different personalities and everybody has a different fingerprint!

And then, wealth preservation! I told you yesterday, making money is only part of the equation. Once you've cracked the code in making money, you cannot go anywhere without making money because the deals just continue to spring out to you. Once you've got quick turn, creative financing and commercial and you've had your mentor, all you could see now are deals! Everywhere you look is like, 'deal, deal, deal, deal!' You're not worried about 'no' anymore, you're just wondering, "Oh my goodness! I better go get this deal before somebody else gets it."

You begin to think everybody sees the world like you. You just assume everybody sees that deal, but (inaudible) you're looking at the zeros; there's the look that got you. They're still thinking about, "Well, where are we going to get the money from?" That's what most people are thinking. Remember, I said, you change your thinking, you change your reality!

opportunities and start establishing business credit! Getting all the stuff done for you!

If you go and pay an attorney to incorporate you and ready to protect your assets and really make it tight, this is going to cost you thousands of dollars, if they do know what they're doing!

My accountant—I make sure that my accountant owns property. I mean, why would I go to an accountant that does not own property? How is she going to help me? She doesn't understand property! She doesn't own property. She can have theory! So work with the professionals, reduce the risk of personal identity theft.

And all of these, these is everything! The three-day mentorship—folks, that is the most valuable thing that we offer. Could you imagine—just imagine, not two hours, but could you imagine three days in the field with someone like me? You get a list of 25 deals and I show up and I say, "Okay, we might stop for lunch one day, but we're not stopping anymore." We're going to go out there and we're going to knock down some deals. (inaudible) to go out there three days doing deals, locking them down! Who would be in?

Oh, the rest of you is just saying, "Oh that sounds good!" "Oh, yeah, yeah, well you know, maybe, maybe not!" The wealth preservation retreat, quick turn, creative financing, commercial real estate and then you get an online training program and incorporate your business. If you've got all of that in paid retail for every bit of it, you're going to pay \$48,995.00, and you know what? I can tell you, that would be worth it because I paid more than that for my training because when I got trained years ago, we didn't have a full package! Like I told you it was fifteen thousand every time I turned around!

But, the price is \$349.95. Folks, one deal! That's it! You do one deal, you pay for your training, but if you're going to get into this thing just to make your investment back; keep your money! I don't think anybody should get in this thing just to get their investment back, you should get in this thing to become totally financially free!

00:25:10

You should have a goal to make \$70,000.00 within the next sixty to ninety days. If you can get serious about your business, get serious and follow the footsteps of the ones who've done it before you and put that kind of profit in your pocket, would it be worth it? I said, would it be worth it? Absolutely! But then, you're going to recreate it for a lifetime! Forever and ever and you'll never retire. Can you pass out the folders, please.

So this is it! Now, tonight, you need to go home and you need to figure out how you're going to make it work, how you're going to make it happen! I mean, you have to go home and hold hands and sing Kumbayah! Just make it happen, guys!

Exhibit H52

Date: 4/24/09 thru 4/26/09
Event: Fast Track to Foreclosure Training
Event code: RTRFTF20090424B
 Location: Washington, DC
Instructor: Steve Goff
Staff: Tad Lignell, Mike Hinson and Susan Morrison

Final Sales Synopsis
Attended Training: 17
Sold: 5
Revenue Collected: \$130,980
% of Revenue Collected: 100%
Conversion: 29%
Revenue per attendee: \$7,704.71
Payments to collect: \$0
Pendings to collect: \$50,000

techniques, show the different areas for each technique, what area to stay away from, you drive all the neighborhoods, the best ways to find the deals, he's going to call on the deals for you. So, those of you who don't like making phone calls, they'll make the calls for you. So, you will go through marketing strategies, to get people—because would you guys agree with me, people are going to be more motivated if they call you or if you call them?

Participants: The call you.

Steve Goff: They call you, okay. How do we search your deals, the property analysis, researching properties, we search properties and property owners including pre-foreclosures, analyzing properties, determine selling motivation with our property research forum, how to inspect properties and how to use the All-Cash-Offer worksheet. Also internet research, how to use internet, internet resources, tax assessor, for sale by owners, for rent, foreclosures marketing software. Writing contracts—this is the key folks. You got to know how to do the contracts because if you do contract and it's not done the right way, could you get sued? Can you lose a lot of money?—you got to know how to do the paperwork.

Write the lease option contract, show the students between investor and seller, investor and new buyer. Remember, we've doing this last two days okay. Financing techniques, shows the students how to get different types of financing, banks, hard money lenders, these private investors, like I told you, (Inaudible) homework, you can get some ads and marketing materials and you're going to setup on appointment with people that have money and let Chris and Tad talk to them and I will talk to them on the phone too. Look, I'm a mentor too. I would love to come and spend three days here, but Trump will not let me, because where do I need to be?—meet me on the road [Laughs]. Okay, I need to be on stage, but that does not mean that I'm not there for you. Like I said, you can get my personal cell phone, email and you can call me anytime and get back with people, okay.

And really, if you're getting my brother, who are you getting anyway? I trained them. They work with me since 1999. Exit strategies, contracts for sellers and buyers? Now, the field work, the actual field training clause but not limited, finding leads, inspecting properties, making offers, writing the contracts, finding the buyers and closing the deal. Setting up the student's team—the realtors, attorneys, banks, counties and title companies. If you choose to go to Vegas, okay you see an opportunity there, I'm going to put Pat on stage after lunch for a few minutes. He's already got the power team setup for you right there. Also there's a post session action plan, (Inaudible) your future goals and recap in three days.

01:05:04

Now, he is a quick turn specialist, he is kind of like me. So, if you are interested in this—the wholesaling, the lease option, the owner finance, the quick turn stuff—that's what he is an expert at. Okay, if you want to do commercial real estate, if you want to do land or this and that, he's

Exhibit H53

Date: February 6-8, 2009
Event: Fast Track to Foreclosure Investing
Event code: RTRFTF-20090206a
Location: Tucson, AZ
Speaker: Gerald Martin
Team: Sean Lindsey, Damian Pell, Denise Ong

Final Sales Synopsis
 Attended Training: 15

Sold: 2

Revenue Collected: \$50,000.00

% of Revenue Collected: 100%

Conversion: 13%

Revenue per attendee: \$3,333.33

Pendings: \$34,995.00

financing, lease option or straight option. Those are the four strategies--owner seller financing, lease option, straight option, all cash.

And then we have a quick turn retreat. The quick turn retreat takes place in Orlando. Orlando and also in Las Vegas there are two locations Orlando or Las Vegas. And this quick turn retreat is three days. Three days of wholesale, lease option, owner financing, assignments three days of what I did yesterday for about an hour and a half. Three days with the best quick turn instructor in the business.

Buy and sell real estate without using your own money or credit millions of dollars with the property without down payments or even going to the bank. They are going to walk you through it step by step by step. All the contracts, all the forms, amendments, addendums, everything you need.

00:10:00

Again, making money and properties that you are going to own, the key to this thing is that, if you are using money to do properties? You can only buy one or two properties. Maybe four, five or six but after awhile you either go run out of money, credit or both? It is just a matter of time. So you have to know all the ways to control property in make money without ever even owning that property including bank REOs. We are going to show you how to go to the bank doing REO property and put it on a contract and even assign that because we are smarter than the banks and we do need to be necessary have to be smart in the banks, we just have to solve the banks problem.

If they think we can solve their problem they will work with us. Receive cash back at closing when you buy, go large monthly cash flow and then convert those properties into a commercial property overtime for the longer term leases and triple-net leases then creative financing. After you have gone a quick turn, you are to come to creative financing.

I teach creative financing and this is taught in California. Either San Diego or LA we also do in New York but this is three days of creative financing. This is the hardest thing going right now. If people knew how to do creative financing there would not be any inventory on the market right now. Their biggest problem right now is they cannot get financed. They cannot go to the banks, they cannot go to the banks right now and so what is happening is they are waiting for the banks to loosen up lending.

Let me tell you as soon as the banks figure this thing out and they start lending, the people who qualify to get a loan realized that this commodity is at the bottom they are going to start to

buy these properties. Now what you want to do is over the next 12 months you want to position yourself so that when those consumers are ready to come and start buying properties you are going to be selling them at a discount. That is how you make money.

So we are going to show you how to develop your financial statement your loan request package. All the financing techniques hard money lenders, the connection with your hard money lenders you do not realize that you can go with the hard money right now. These are investors that made their money real estate. Now they lend money for people to buy real estate secured by the property.

Do you know that you could do something as simple as—you got a credit card that has a you have a credit card that has a 2.9% rate and you got \$50,000.00, \$60,000.00, \$80,000.00 of credit—could you not do a credit advance? Lend it to somebody to buy a property and lend them hard money at 12%?

You are paying 2.9%. They are paying you 12% secured by a property. If they do not pay you, you take the property. And here you are making 9% on your money plus you can get three points on the front end. If it is a \$200,000.00 home, three times two, that is \$6,000.00 in the front and three points on the back another \$6,000.00 when they finally fix the house up and they turnaround and sell it? Guess what, they have to pay you another \$6,000.00 when they pay off the loan because sometimes it is not the cost of money it is the availability of money.

So some people cannot even get the deal. I will pay and remember I told you I would pay. I will take either side of the equation. I will pay 12% for short-term money. If I can make myself about \$50,000.00 in the process, I am not concern about the 12% because I am not going to keep a 12% loan indefinitely. But if I had no money and no credit I would go over to John and borrow hard money at 12% for four months make myself about \$60,000.00 and then pay him \$15,000.00 for the use of his money. That is called hard money. All the note techniques, we are going to discount notes and then the multi family and commercial retreat. That is the end game.

Multi family and commercial, you are going to navigate the maze of large property financing and find all those hidden financial opportunities in commercial property, it is huge. You are not only make money on the property, you make money on the assets that you put in the property. You buy multi family and you put a laundry mat in the property. You increase the value the property by multiples, by increasing your cash flow. So as this properties increase in value your financial statement increases by millions of dollars not hundred of thousands.

Exhibit H54

Washington DC (August 1-3, 2008)

Final Event Synopsis Overview

Date: August 1-3, 2008
Event: Fast Track to Foreclosure Investing
Event code: RTRFTF-20080801g
Location: Washington, DC
Speaker: Steve Goff
Team: Tad Lignell, Sean Lindsey and Denise Ong

Final Sales Synopsis

Attended Training: 37
Sold: 7
Revenue Collected: \$ 206,985.00
% of Revenue Collected: 70%
Conversion: 12%
Revenue per attendee: \$ 3,508.22

Product Sales:

| Name | Product | Price |
|-------------------|----------------------------|-------------------------|
| Eric Dietz | Trump Gold Elite | \$34,995 |
| Linell Gold | Trump Gold Elite | \$34,995 |
| Rita Harmon | Trump Gold Elite | \$34,995 (\$17,497.50*) |
| Mary Boone | 3-Day Mentoring + Software | \$27,000 (\$20,000*) |
| Mashanda Robinson | 3-Day Mentoring | \$25,000* |
| Pablo Pineda | 3-Day Mentoring | \$25,000 |
| James Webb | 3-Day Mentoring | \$25,000 |

*Balances to be paid within the week.

Dumb Enough to get Rich in Real Estate? It is the best selling offer. You have read that book before? He is also on my team. So I can get the best selling author out here to train you also. It is a great book, Are You Dumb Enough to get Rich in Real Estate. Bill Barnett, he is based out of Dallas, Texas. He is actually on my team.

Participant: Steve, basically, right on my situation is like, I am sorry where you started it 12 years ago [Voice Overlap]. I just want to see if it is possible to negotiate, because I really want to do that. I mean, I do not care if you come in and win a 100, 200 thousand, I just want the knowledge. Is it possible to negotiate whatever price you will get on the property, you said that you get 15, 20, 30 grand out of it?

02:40:07

Steve: Now, everybody ask me. Steve, can we do our first deal or first then pay it back? No. Because the reason we cannot do that, because think about this. If Ted or Chris come and do the training, the company pays them a lot of money folks, a lot of money per day. I am talking serious money. I am talking about more than most people make in a month.

Okay, and the reason they do that, because Ted and Chris are the best of the best. Donald only wants the best of the best. So, if Ted come and spends three days with you, the company is going to put all this money up, they got to pay for his flights, hotel, food, airfare, all of this, so the company is out all of this money, and then what happens if you do not do a deal? That makes sense?

I wish that we had a financing program. I do. I wish that we could sign up with you guys. You guys could flip your first house, so you could pay the company back. However, the company has got to pay Ted to fly all the way out here, pay for his hotel and advertise and then he has to got to pay for the three days of training. So, I wish we could do that but we cannot. My hands are tied on that one.

Participant: [Inaudible]

Steve: I can guaranty this. This people on my team, it has to be myself, Ted or Chris. We will work with you until you get your money back, as long as you are following our system. And our system is finding the deals and makes offers. So I have made

that promise in the past if you pick – it has got to be somebody on my team because I am going out of my way here folks. I am not supposed to come and mentor people, period. You can ask anybody in the back. The company is already going to get mad. But, I lived here in Virginia, courses from Virginia, I can promise that if I am your mentor or my brother Chris or Ted is your mentor, we will work with you until you get your money back. And that is going to be our number one goal, it is to get that investment back so then we can move forward.

Another question? Well Steve, I can go and buy a care for 35 grand. That car is going to make you any money? Can you buy a franchise for the \$35,000.00?

Participant: No.

Steve: Can you go to college for 35 grand, a good college? Even if you did, was that college going to teach you? How to get a job?

Participant: [Inaudible]

Steve: We do have other programs. I do not even go over the other programs because from my perspective, I have been in this business a long time. I do not want you to just go to training and learn in class. I feel from my perspective the best way to make money is have someone personally come and hold your hand. Now, I can go over the different packages that we have. One of them is \$20,000.00, one of them is \$10,000.00, but that was all retreats like this. It is no holding your hand in the field. I can go through those programs. Those of you that have 10 grand or 20 grand and you just want the training, I can give that information to you, but from my perspective, the best way to make money is to have a professional, come work it in the field.

Participant: That is not what I am asking. I am asking, saying if you get the Silver Program you are [voice overlap]

Steve: In the Silver Program ...

Participant: [Inaudible]

Steve: You do not get field training. There is a Silver Program right there. You get the [Inaudible] financing retreat, the quick turn, the commercial, wealth preservation, you get everything that is

Exhibit H55

Norfolk, VA (July 11-13, 2008)
Final Event Synopsis Overview

Date: July 11-13, 2008
Event: Fast Track to Foreclosure Investing
Event code: RTRFTF-20080711d
Location: Norfolk, VA
Speaker: Gerald Martin
Team: Denise Ong, Sean Lindsey, Mike Biglane

Final Sales Synopsis

Attended Training: 17
Sold: 3
Revenue Collected: \$ 53,990
% of Revenue Collected: 100%
Conversion: 18%
Revenue per attendee: \$ 3,175.88
Payments to collect: \$ 0.00

Product Sales:

| Name | Product | Price |
|----------------------|-------------------------------|--------------|
| Andrew Galjan | Trump Gold Elite | \$34,995 |
| Cecilia Oida | Trump Bronze Elite + Software | \$11,995 |
| John & Rebecca Eanes | Quick Turn + Software | \$7,000 |

Let me tell you something, along with all this stuff, bronze is \$10,995 retail or \$9,995, what you save is \$1,000? But I do one extra thing, everywhere I travel, see when I go home on Monday, from Monday, Tuesday and Wednesday, I am at home. I have a blackberry, when I take these breaks and I am right there on the phone, you know what I am doing? I am talking to students, I am not talking to them, I am texting them because my emails go right to my blackberry. And last night, I had Jason in Calgary. I see this property, what do you think? It is not invasive, I sit there and I just coach them over the phone. Anybody that is signs up to any one of our packages, I gave them my email and my phone number, the only thing I ask is do not blow my phone up telling me that you got a yellow house. What do I think? I train you on how you lost my services; I am only about the numbers. I went a little bit far here talking people but I am about the numbers.

When you contact me, you say, hey, I got a deal, it is in this location, this is what it looks like and here is the numbers. I get right back with you, if do not get within 10 minutes, it is because I am on an airplane but I will get back on you within 24 hours. It is not even a requirement that I do this. That is how much I believe in this, I want everybody to win. You are going to our coaches, you are going to get our mentors, you are going to get all the training and you are going to get everything you need. But until you are in the system, I want to be with you, I want to help you guys finish your deals. I want you to go to training and say Gerald trained me and I have already done a deal. And that it is, that is all we have offer, gold, silver and bronze. And so then, you will be a success story, you will be saying, I was scared to death but I did the deal and made \$35,000.

I cannot believe it worked just like you guys said it would work. Hats off to Trump University for creating a new millionaire. In addition to the great in person training, Trump University offers the best foreclosure software instead of running down to courthouse for information, I can maximize my time online. Trump University really goes extra mile for their clients. The reason why I speak for Trump and train for Trump,

Exhibit H56

Fast Track to Foreclosure Investing - Free Introductory Class
Mon Apr, 27, 2009 @ 06:30 PM
 Speaker: not defined
LIT: Keith Sperry
Region: San Jose, CA
City: Sunnyvale
Venue: Sheraton Sunnyvale Hotel
SEM_PFF-20090427B

Notes:
 1. gbirnie: Number of gold tickets from walk in primaries: 4

Program Coordinator
Gillian Birnie

Sales Coordinators
Noah Harris
 Chris Lombardo

TOTALS:

54 registrations = 37 primaries + 8 guests + 9 walkins + 0 audits + 0 cancellations before event for a cancellation rate of 0%...breakdown:
54 non-cancelled registrations
35 attendees for show rate of 65%
 5 buyers for a conversion rate of 14%, with 0 pending
5 buyers retained for a retention rate of 100%
\$7,475.00 live event sales (post returns) for \$213.57 per attendee
\$0.00 salesFloor/cart sales (post returns)

Orientation, write this down. For those of you who choose to enroll for this training, for this education, I'm going to continue teaching after this class is done. I can hold a 10-minute orientation. I'm going to take you through strategies where you can bring leads. Follow the leads to class. And here's what I love about us. No one else does this with Trump.

James Harris is going to get on the phone, hook it up to the house south, live and he's going to call some of your leads, write of your lead lists. You'll have the numbers, he'll call them for you and you'll be able to hear the interaction between the two parties, unrehearsed using the various strategies and scripts that you have. You think that will be an exciting and effective learning tool for you, yes or no?

Participants: Yes.

Keith Sperry: Not to mention, what if it was your deals? You know, I say this, two weeks ago he closed two deals at the training. That I can guarantee that because you know, sometimes it happens, sometimes it doesn't, but I would say that would be pretty exciting thing. Would you say again the learning tools just to hear it would be effective?

Participants: Yes.

Keith Sperry: No one else does. No one else dares to do that, unrehearsed? Only Trump, he's so confident. Why would we have a problem with it? Why would we be afraid? My strategies work, right.

All right, this is Kerrie McIntosh, she writes him an e-mail and she says, "I've got my first deal for lease option." She says here, "Oh, by the way what contract do I use, I forget?" How dare she have a question?

Understand this, write down 12-month apprenticeship. You're not investing in a three-day class. Don't think for a second you're investing \$1495.00 for a three-day class. No, you came for three-day class and that is going to help us get your first deal that when you're ready to get this 12 months of support from the Trump organization or you have an 800 number, 12 hours a day, five days a week, when you need help and guidance or someone to hold your hand from and who knows what they are doing, and you have access to them. Nobody else does that, nobody.

Oh, by the way she says here, "I also have sold with third party for all cash, a gain of \$12,000.00 not bad for a first deal three days out of class." Again, not weeks, not months, days. We'll teach you how to sell properties. It's even equally as important to buy them as it is itself.

Exhibit H57

Gerald Martin:

Thank you guys, thank you very, very much. So how are you guys doing? Oh well, okay, great, Liam. Super! Well, as Damien said, I'd been investing in real estate for the past 12 years, I've been teaching it for the past six and Donald Trump selected me to come out here and talk to you lovely folks.

But before we get started, to just kind of get us in the mood a little bit, I don't know how much you know of Mr. Trump, but we're going to play a little guessing game, just to kind of have a little fun.

So if you know the answer, just put it out there. Does anybody know where Mr. Trump was born? New York! Absolutely, Ron. Pretty obvious, right?

Well, he was born in Queens, he was educated in Upstate New York and in Pennsylvania. He went to the Wharton Business School and he got an advanced degree and does anybody know what year he was born? Just a guess? Very good guess! Yes, actually 1946, he was born June 14, 1946 which makes him 63 years old. So do you think he plans on retiring any time soon?

Why not? Yeah, he's in his labor of love. He loves what he does. But you know in the second year of The Apprentice show, he came up with the idea to start this university. I don't know if you know or not, but Joan Rivers is starting a second career as an apprentice. I mean at 74 years old or 75 depending on which website you check, she's starting a second career as an apprentice.

And Donald Trump decided that he wanted to do something big because he went to get an advanced degree and he figured that he could give a better education at a fraction of the cost and in the fraction of a time that it had cost him to go to Wharton Business School so he started this University and what he really wanted to do was take the BS out of higher education, typical Trump fashion.

So he started this University in June of 2005 and this is our headquarters right here on Wall Street—40 Wall Street; we occupy the 32nd floor and he leases out the entire remainder of that building. Now that building is 1.3 million square feet and he purchased it in foreclosure fifteen years ago, so does anybody want to guess how much that building is worth today? Just a guess!

Ron? He paid \$1.4 million fifteen years ago in foreclosure. \$40 million! How about you, Tim? Zamir? No comment. Yes, sir! Perfect! \$400 million! Bill absolutely hit it! Dead on the head. It's worth \$400 million, did he get a deal on that. I would say, did he get a deal, guys? Come on! Are you awake! Did he get a deal? He got a sweetheart deal of a lifetime. That's what you

months just kind of building up your business, guys. You're done! You'll be absolutely done! And then you can have positive passive income.

Say you have 20 lease options at \$500.00 a month, positive passive income. Would anybody like to have an extra \$10,000.00 a month coming in without having to work for it? Of course, we all would!

So, if you just came out here and you took your notes and you want to go home and put them on a shelf and just hope that a duplex will pop up in the driveway, well, I'm here to tell you guys, it ain't going to happen. It never happens! But if you want get involved and take a look at the Trump organization and let us guide you, teach you, show you and protect you, and get you in this (inaudible) business and you know at your time, you know that right now, the time to buy real estate while the market is down because you don't want to wait until it comes back and miss the opportunity, then I encourage you to enroll with us, enroll with Trump, guys. If that is you, I want you to come to the back with me and let's get enrolled. Let's do the orientation so I can send you to get your homework done and you can bring it and get you a deal.

1:09:57.1

You guys have been wonderful, I'll be right back here to handle any questions you've got!

1:18:22.1

Exhibit H58

PFF LA Event Synopsis

Date: Thursday, July 31, 2008
Event: Fast Track to Foreclosure Investing: Free Orientation
Location: Norwalk, CA
Speaker: Tony Natoli
Team: Denise Ong, Cory Lignell, Tiffany Brinkman, Christy Duckett

SEM PFF-20080731o

Norwalk Marriott

Attended: 37
Mailers: 0
Sold Full Price: 5
Close: 14%

under contract that you have use Trumps forms in contract. Do you think Trumps attorneys put together a good contract, yes or no? The guys bullet proof okay. You get the right contract, you make sure you have the right addendums on those contracts and you make sure that you get them under contract and quite him on around and waiting for it because all your extra-strategies upfront. And once you get in under contract using our forms in contract, what you do is if you have original extra-strategy, do not work out. You just shift gear and keep on tracking.

See ladies and gentlemen, when you have your extra-strategies set-up upfront you are going to be able to do more deals with Trump style negotiation than you are ever going to be able to do before. Do you all agree with that, yes? See folks, when you approach it that way, you are going to become very wealthy very quickly once you get on our 12-month program to learn how to do it exactly that way. Is that exciting, yes? Awesome! Awesome! So, multiple extra-strategies.

Next, you must be able to create sources of seed capital. Sources of seed capital, where do you get the money? Ladies and gentlemen have lenders tighten, they lenders researches today? They sure have. In fact USA today says that loans for people with tarnish credit eventually vanish, lenders are demanding higher down payments and more proof of income and assets. Tougher to get the money unless you know how to think outside the box, unless you know where you get the money, unless you know how to use hard money lenders, unless you know how to do cash-back per rations, unless you know how to be very creative using credit card and things like that for your investment strategy. In fact, how many of you here today would like it? If I could show you how to go out and locate, evaluate and secure a piece of property using non of your own money and you walk away from the closing table with several thousands dollars and your pocket, let us see your hands nice and high, fantastic! Then you are on the right room, today welcome home because that is exactly what you are going to learn to do when you get trained and educated with the Trump organization, Sources of Seed Capital.

Exhibit H59

Reno (July 8-9, 2008)

Event Synopsis Overview

Date: Tuesday, July 8, 2008, 6:30pm

Event: Fast Track to Foreclosure: Free Orientation

Location: Reno

Speaker: Tim Gorsline

Team: Geoff Nowlin, Richard Davenport, April Neumann, Julia Wims

SEM_PFF-20080708b

Atlantis Casino Resort & Spa

| | |
|------------------------|-----|
| Attended: | 41 |
| Red Marketing Tickets: | 7 |
| Internet Tickets: | 4 |
| Sold Full Price: | 4 |
| Close: | 10% |
| Be-Backs: | 0 |

to put this message from Donald Trump and then we will wrap that in just a second.

Male: At Trump University we keep success that is what is all about “success” it is going to happen to you.

Male: Donald Trump is without question the world’s most famous businessman.

01:35:00

As a real estate developer he has reshaped the New York skyline with some of that great city’s most prestigious and elegant buildings. Now Donald Trump brings his years of experience to the world of business education. With the launch of Trump University, he makes the very best of America’s business education available to you and others like you who seek a life of success fulfillment and prosperity.

Male: If you are going to achieve anything, you have to take action and action is what Trump University is all about. But action is just a small part of Trump University. Trump University is about knowledge, about a lot of different things. Above all, it is about how to become successful.

And then we are going to have professors and adjunct professors that are absolutely terrific. Terrific people, terrific brains, successful. The best we are going to have, the best of the best and honestly if you do not learn from them, if you do not learn from me, if you do not learn from the people that we are going to be putting forward, and these are people, they are hand picked by me. Then you are not just going to make it in terms of the world of success and that is okay, but you are not going to make it in terms of success.

I think the biggest step towards success is going to be sign up at Trump University. We are going to teach you about business, we are going to teach you better than the business schools are going to teach you. I went to the best business school. We are going to teach you better. It is going to be a shorter process. It is not going to involve years and years of your life. It is going to be less expensive and I think it is going to be a better education. And it is going to be what you need to know. It is not going to be a lot of different theory that does not matter and will never be put into use. It is going to be what you need to know.

We are going to teach you business, we are going to teach you life, we are going to teach you salesmanship, we are going to teach you what you need to know and we are also going to make sure that no matter what you do, as I said before, you are going to love it, because if you do not love it, it is never ever going to work.

Male: Folks, I would like to thank you all for being here. You can all enroll at the back of the room. I will be at the back of the room to answer any questions that you have. Good luck to all of you, God bless the best of success.

[The Apprentice Theme playing]

01:40:00

[Music playing]

01:45:00

[Music playing]

01:50:00

[Music playing]

01:55:00

[Music playing]

02:00:00

[Music playing]

02:02:52

Exhibit H60

FINAL Event Synopsis Overview
Los Angeles (January 5th-8th, 2009)

Total Numbers for PFF Los Angeles:

Speakers: James Harris

Team: Gillian Birnie, Scott Leitzell, Melvin Rich (LIT)

Attended: 321

Sold Full Price: 39 @ \$1995 = 77805

Close: 12 %

Melvin Rich:

January 7th 6:30pm

January 8th 1pm

Attended: 98

Sold Full Price: 7@ \$1995= 13965

Conversion: 7%

SEMPFF20090107d

91 registrations = 62 primaries + 12 guests + 17 walkins + 0 audits

0 cancellations before event for a cancellation rate of 0%...breakdown:

91 non-cancelled registrations

41 attendees for show rate of 45%

5 buyers for a conversion rate of 12%, with 0 pending

5 buyers retained for a retention rate of 100%

\$9,975.00 live event sales (post returns) for \$243.29 per attendee

\$0.00 salesFloor sales (post returns)

Melvin Rich spoke for this session

00:90:02

Many of you came here tonight with someone else. When you come to the training, I want you to bring someone else. So, if you have a spouse, business partner, second person that you like, I do not care who it is. Get them to the training with you, no excuses. And if you do not have a spouse, a business partner, bring an adult child, bring someone with you. With that kid, people bring their 15 year old to our class, bring him with you. I teach my daughters real estate. Now my daughters know more about real estate and money than some adults do. So, bring someone with the training, because you can bring that second person at no charge that is right. So that means that two people can attend this three-day training at a total of \$1995.00 and now really going to believe that is a lot more affordable for two people. So bring someone with you.

Here is the catch to bring in someone with you. That better be positive people. They better have the attitude that you have, okay? You bring a negative a person in the room and then sit there with their arms folded, with the bad look on their face. We are going to kick them out. I am telling you now guys, we need a positive room. You guys understand that? So, bring someone with you.

Then here is my favorite part. You want to get Trump's deals source software. This is basically a software that you can plug in to your computer and you have a link to a live fee to find foreclosures, bankruptcies, all kinds of property, tax liens, anywhere in the country, real time information on the foreclosures deals guys, it shows you how much equities in the house, it shows you the notice of default list, it shows you everything. This is the best real estate source software you will ever see in the country and that was just one of the properties, right there. We just pulled this up just a couple of days ago. Tell you and shows you everything, the equity, shows the last payment that was made, every thing guys. You are going to want to use this. Bring them over for the training guys; you get access to the software for 30 days for free.

Yes, Mr. Trump is saying check it up the 30 days, see if you like it. If you want to keep it, then we will show you how you can use it on an ongoing basis. With the enrolment tonight guys, you get the Trump Premium Membership. I am going through this very quickly. Twelve months of training, guidance and support, which means you can audit the training anytime you want, you will also have an 800 toll free number that you can call when you are in a middle of the deal, you need to know, you need to pick up the phone and say, "Look, what contract they will use, what shall I do with this property? How much can I offer? I need some help right now." You are going to be able to do that with this premium membership.

You are also going to have access to all of our live events for free. We do live events all over the country, various times during the year; you will be invited just like you are invited to this three-day training. You will be invited to these live events, as well. I just thought about the client